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SCHOOL OF MICHIGAN

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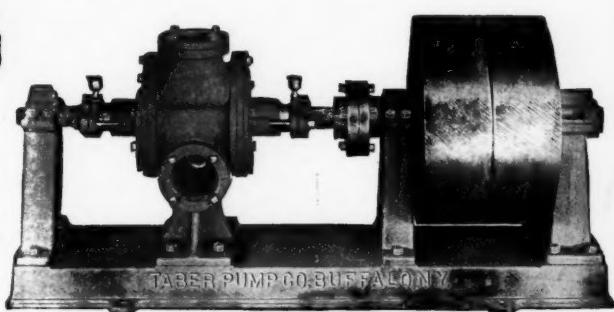
PUBLISHED EVERY SATURDAY

JANUARY 27, 1917

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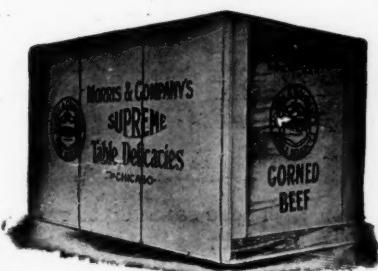
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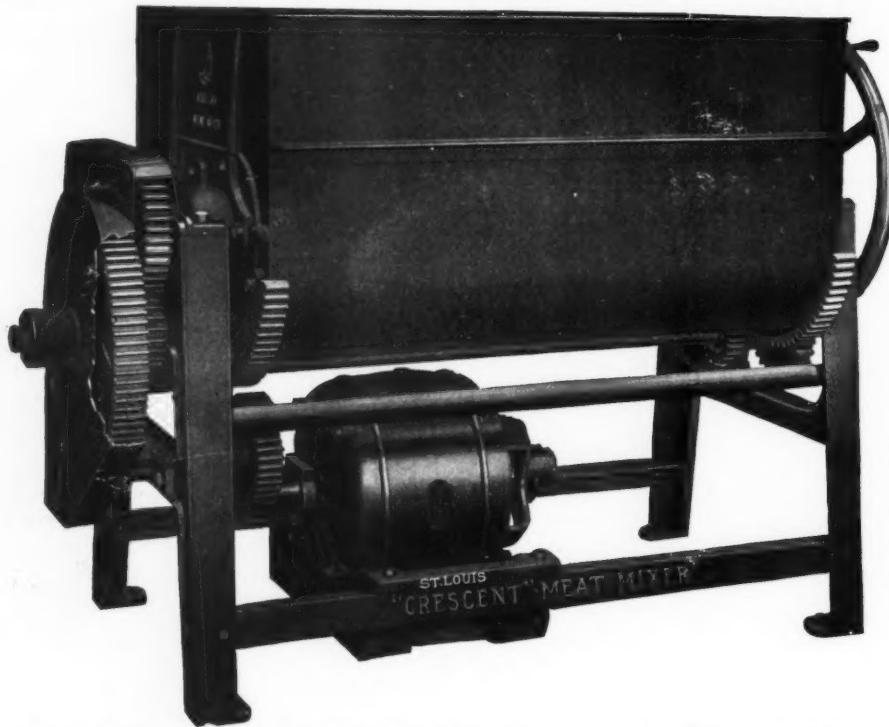
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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 56.

New York and Chicago, January 27, 1917.

No. 4.

## LIVESTOCK MEN ATTACK PACKERS.

There were two chief sources of excitement attending the twentieth annual convention of the American National Livestock Association, held last week at Cheyenne, Wyo. One was the protest against the government plan to increase fees charged livestock men for grazing their stock on the national forest reserves. The other was the perennial "roast" of the meat packers for making too much money out of the meat business.

While the livestock men want packers to pay them more for their stock, they protest vigorously against the increase in grazing rates proposed by the government. They got Secretary of Agriculture Houston before them and gave him a hot grilling on this subject. A resolution was adopted demanding abandonment of the proposed rate increase.

The attack on the meat packers preceded the report of the association's special marketing committee, appointed a year ago to investigate livestock conditions and find out why stock raisers did not get more for their animals. No reference was made to the fact that packers are now paying the livestock owners the highest prices on record, even higher than Civil War prices.

Walter L. Fisher, former Secretary of the Interior, and now the attorney of the livestock interests, made a speech in which he referred to the "utter ignorance of the heads by inheritance of five of the nation's greatest packing concerns of the economic principles underlying the industries they represent." He attempted to make fun of their advertising campaigns to show the consuming public the nature and scope of their business, and said that "no convincing investigation of the nation's meat problem is possible until the Department of Agriculture is clothed with authority to administer oath, and compel the attendance of witnesses, with their records."

He did not refer to the fact that the House only the week before passed a bill granting the Department of Agriculture an appropriation for making such an investigation, nor to the fact that the Federal Trade Commission has power under the law to do all these things, or that the packers had already agreed to a full and free investigation of their books and their business. His speech was manifestly an effort to stir up all the bad blood possible between livestock men and packers.

The special marketing committee made its report, recounting its troubles and difficulties at Washington and elsewhere, and the committee admitted that an agreement had been reached with the packers for a thorough investigation of the meat and livestock industries.

Secretary of Agriculture Houston spoke on the relation of his Department to the livestock industry, touching upon the grazing and other problems, and was quoted in the newspapers as saying that he favored an investigation of the meat industry, but did not think that "any honest business man has anything to fear from the American people if they are given the facts."

Isaac T. Pryor, of Texas, was elected president of the association, and T. W. Tomlinson was re-elected secretary.

## MORE RECORDS IN OLEO OUTPUT.

Official government reports of the output of oleomargarine for the month of December, as shown by revenue stamp sales, indicate that the production for that month was 370,508 pounds colored and 22,752,320 pounds uncolored, or a total of 23,122,828 pounds. This was nearly 10 million pounds greater than for the same month last year, and almost equal to the record output of the preceding month. The past three months have seen the greatest production in the history of the industry. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are as follows:

	Pounds.
December, 1915	14,586,422
January, 1916	11,592,490
February	13,036,201
March	16,404,621
April	14,164,008
May	11,582,659
June	11,796,808
July	8,722,207
August	11,904,679
September	10,334,173
October	20,259,454
November	24,459,254
December	23,122,828

## DUTCH MEATS TO WAR OPPONENTS.

According to the Telegraaf, a new Dutch regulation provides that for every 100 kilogrammes of fresh pork exported to Germany 80 kilogrammes of bacon will be exported to Great Britain, while equal quantities of salted pork will be exported to both countries.

## MEAT PRODUCTS EXPORTS FOR 1916.

Exports of meat products in 1916, according to official government figures, totalled in value 26 million dollars in excess of the exports for 1915. The total for 1916 was \$276,135,452 against \$250,033,196 in 1915.

Less canned beef, lard and lard compounds were exported, but the value was greater. Bacon exports were 64 million pounds greater; hams and shoulders, 20 million pounds more; pickled pork, 26 million pounds more. Exports of fresh beef were 81 million pounds less than in 1915; canned beef, 17 million pounds less; pickled beef, 7 million pounds less; oleo oil, 25 million pounds less; neutral lard, 8 million pounds less; lard, 30 million pounds less; lard compounds, 13 million pounds less.

A synopsis of export quantities and values for the year 1916 is given as follows, compared to the year 1915:

	Year 1916.	Year 1915.
Beef, canned, lbs.	\$3,506,354	70,335,406
Beef, canned, value	\$11,504,203	\$10,985,654
Beef, fresh, lbs.	\$181,670,066	262,063,348
Beef, fresh, value	\$22,285,870	\$33,510,989
Beef, pickled, etc., lbs.	36,450,258	43,077,082
Beef, pickled, etc., value	\$3,921,134	\$4,589,573
Oleo oil, lbs.	\$8,950,229	108,760,163
Oleo oil, value	\$11,560,081	\$13,011,799
Bacon, lbs.	584,187,113	520,381,469
Bacon, value	\$86,068,936	\$69,305,517
Hams and shoulders, lbs.	283,751,106	263,974,615
Hams and shoulders, value	\$44,998,139	\$36,976,338
Lard, lbs.	421,558,178	450,098,528
Lard, value	\$54,272,733	\$48,107,072
Neutral lard, lbs.	27,332,340	35,596,318
Neutral lard, value	\$3,695,275	\$4,006,840
Pork, pickled, etc., lbs.	104,987,035	78,981,741
Pork, pickled, etc., value	\$12,872,516	\$8,404,843
Lard compounds, lbs.	46,991,104	59,974,603
Lard compounds, value	\$5,601,289	\$5,289,685

Total value, year.....\$276,135,452 \$250,033,196

For the month of December, 1916, the export totals are given as follows, with comparisons:

	Dec., '16.	Dec., '15.
Beef, canned, lbs.	2,913,462	1,573,586
Beef, canned, value	\$603,891	\$380,020
Beef, fresh, lbs.	11,861,559	27,296,688
Beef, fresh, value	\$1,413,541	\$3,294,111
Beef, pickled, etc., lbs.	6,043,962	2,932,680
Beef, pickled, etc., value	\$655,194	\$266,548
Oleo oil, lbs.	4,606,316	9,880,271
Oleo oil, value	\$784,628	\$1,175,171
Bacon, lbs.	71,008,191	55,005,666
Bacon, value	\$11,360,105	\$7,686,976
Hams and shoulders, lbs.	24,988,319	21,731,527
Hams and shoulders, value	\$4,409,861	\$3,255,133
Lard, lbs.	45,345,579	46,134,309
Lard, value	\$7,343,695	\$4,583,207
Neutral lard, lbs.	1,791,993	4,341,336
Neutral lard, value	\$327,873	\$504,821
Pork, pickled, etc., lbs.	7,922,711	13,506,704
Pork, pickled, etc., value	\$1,163,768	\$1,479,923
Lard compounds, lbs.	5,030,438	5,735,056
Lard compounds, value	\$712,784	\$359,989

Total value, month.....\$30,402,184 \$24,024,638

Is there some problem in the operation of your plant that bothers you? Submit it to the National Provisioner and get the answer.

January 27, 1917

## MEAT SITUATION IN THE UNITED STATES

### Production, Consumption and Prices as Shown by Statistics

By George K. Holmes, U. S. Bureau of Crop Estimates.

(Continued from last week.)

[EDITOR'S NOTE.—This report, the most important result of the appointment of the Galloway Commission several years ago, was summarized in a recent issue of *The National Provisioner*. Showing, as it does, that meat production has not kept pace with consumption, it will be of the greatest interest to producers and consumers alike.]

#### IMPORTS OF 15 DEFICIENCY COUNTRIES.

##### Mutton.

This is a trade that is centralized in origin in Argentina, Australia and New Zealand, and is almost entirely confined in destination to the United Kingdom. The imports are almost exclusively in the form of frozen mutton. They increased regularly from 320,000,000 pounds in 1895 to 585,000,000 pounds in 1912.

In 1914 the United States imported a comparatively small quantity of mutton, amounting to 13,000,000 pounds, half of which was received from Argentina, and about one-third from Australia and New Zealand. Uruguay contributed more than New Zealand, and Canada contributed a small amount. The imports in 1915 were 16,000,000 pounds.

The imports of mutton into the United Kingdom increased from 315,000,000 pounds in 1895 to 622,000,000 pounds in 1910, after which the decline was to 576,000,000 pounds in 1912. This mutton was received, in 1912, 42.5 per cent. from New Zealand, 31 per cent. from Argentina, and 20 per cent. from Australia.

Denmark receives over 5,000,000 pounds of mutton yearly, mostly from Iceland, but to some extent from Germany.

Of the total mutton imports into the 15 importing countries, the United Kingdom received nearly 99 per cent. in 1912 and Denmark nearly 1 per cent.

##### Pork.

The imports of pork and pork products into the 15 importing countries are about three-quarters of the imports of beef and beef products; the amount increased from 1,200,000,000 pounds in 1895 to 1,500,000,000 pounds in 1912, but the quantity fluctuated enormously in the meanwhile, going as high as 1,879,000,000 in 1899, and as low as 1,068,000,000 in 1910. Since 1908 these imports have declined, but there is some tendency toward recovery.

This country never imported enough pork and pork products to make a record until after 1913. In 1914 these imports were 7,000,000 pounds and in 1915, 24,000,000 pounds derived almost entirely from Canada.

About three-fifths of the total imports of the 15 countries of pork and pork products was received by the United Kingdom in 1912. The quantity imported into that country increased from 857,000,000 pounds in 1895 to 1,232,000,000 pounds in 1899, and afterwards declined to 755,000,000 pounds in 1910, followed by increase to 879,000,000 pounds in 1912. More than one-half of these imports in recent years was received from the United States and about three-quarters in the earlier years under review. A large fraction of imports is received from Denmark and a smaller one from Canada.

Germany's imports of pork and pork products have risen from 173,000,000 pounds in 1895 to 385,000,000 pounds in 1898, after which with fluctuations the quantity decreased to

148,000,000 pounds in 1910, followed by increase to 281,000,000 pounds in 1912. The almost exclusive sources of supply were the United States, Denmark and Russia.

The United Kingdom in 1912 imported 59 per cent. of the total imports of the 15 countries of pork and pork products, Germany 18.8 per cent., the Netherlands, 6.9 per cent., mostly from the United States, and Cuba 5.6 per cent., almost exclusively from the United States.

##### Fresh, Chilled and Frozen Pork.

Compared with other classes of meat imports, the imports of fresh, chilled and frozen pork into the 15 importing countries under examination are small. They increased from 55,000,000 pounds in 1895 to 129,000,000 pounds in 1901, and thereafter declined to 67,000,000 pounds in 1910, followed by increase to 106,000,000 pounds in 1912.

In 1914 the imports of this class of pork into the United States were over 5,000,000 pounds, and in 1915, 16,000,000 pounds, almost entirely derived from Canada.

(Continued on page 34.)

#### SANITATION AND TRACKS AND DOCKS.

The federal meat inspection authorities find that sanitary conditions around meat establishments are sometimes affected by the lay-out of railroad tracks and loading docks. On this subject they say:

"Some railroad tracks and docks have been found to be in unsatisfactory condition because of improper construction and grades, insufficient drainage, and the accumulation of refuse, which furnish fly-breeding areas and harbors for rats and other vermin, produce foul odors, and cause general insanitary conditions.

"Efficient drainage facilities for the loading tracks and docks, and surfaces that can be readily kept clean, are imperative sanitary measures. At some establishments where few cars are handled insanitary conditions may be corrected without incurring great expense by filling under the docks with cinders or other suitable material which will provide a good slope outward, and by raising the tracks and filling between them with the same material, provided there is sufficient natural slope away from the establishment to allow drainage to run off without nuisance.

"This simple treatment, however, will not be sufficient at other establishments at which surfacing with concrete, vitrified brick, or similar material is necessary for the maintenance of satisfactory conditions. Surfacing of this kind has been objected to because it was asserted that track levels could not be readily changed or pipes laid if the areas were permanently surfaced. There appears to be no valid reason for changing track levels once they are established; and various types of surfacing, such as vitrified-brick pavement laid with tar joints, meet the objection that the surfacing can not be readily opened up for laying pipes.

"Loading docks should be so constructed that they can be kept in a sanitary condition. While the bureau makes no restriction as to the material, such as concrete, vitrified brick, or wood, commonly used to surface them, yet proper drainage of the under-dock space and its maintenance in a sanitary condition free from litter and other objectionable material must be insisted upon. A surface of concrete or brick which can be flushed by hose and kept clean is very desirable beneath docks which have a deck of

wood planks laid with cracks through which dirt and organic matter may fall beneath the dock."

As suggestions, three types of railroad loading track and dock are shown.

#### MEAT INSPECTION CHANGES.

The federal meat inspection service reports the following recent changes in inspection:

Meat inspection inaugurated: \*Aronhime Packing Company, Bristol, Va.; Fairfax Southern Foods (Inc.), 408 West Thirteenth street, New York, N. Y.; C. H. Paxton, Natural Bridge, Va.; \*Faribault Packing & Provision Company, Faribault, Minn.

Meat inspection discontinued: \*Watertown Packing Company, Watertown, S. D.; The Misses Gregory Company, 30½ Lafayette street, Newark, N. J.; \*Cudahy Packing Company, 226 K street S. W., Washington, D. C.; The Vermont Manufacturing Company, 17 Jackson street, Providence, R. I.; I. H. Senn, 1002 North Franklin street, Chicago, Ill.; E. W. Sage & Company, 118 Albany avenue, Hartford, Conn.; The Elmore Live Stock Company, Peoria, Ill.; \*Greeneville Packing Company, Greeneville, Tenn.

Meat inspection temporarily suspended.—The Haserot Canneries Company, Forestville, N. Y.; \*St. Joseph Live Stock Serum Company, South St. Joseph, Mo.; \*Farmers' Serum Company, Granite City, Ill.; \*The Universal Serum Company, First street and St. Clair avenue, East St. Louis, Ill.; Richardson & Robbins Company, Dover, Del.

\*Conducts slaughtering.

#### ARMOUR IN THE MAGAZINES.

One of the most interesting articles on industrial matters which have appeared for some time is contained in the February number of the American Magazine under the title "P. D. and J. O.," a title easily translated by anyone in the meat trade. It is a splendidly written story by Merle Crowell of the underlying human reasons which have made the name and fame of the house of Armour known in every household in the United States and in every country in the world. The publisher promises an article in the March number by J. Ogden Armour upon the subject of "Armour Men Who Got Ahead, and Why," which will probably be of even more interest to the trade, because of its subject matter, and certainly because it is perhaps the first time that Mr. Armour has appeared as the author of a magazine article of this character.

#### AGAINST A FOOD EMBARGO.

In the United States Senate last week Senator McCumber introduced a resolution protesting against any embargo on the export of food products as an injustice to the producer. The resolution, which was laid aside for future consideration, reads as follows:

Resolved, That an embargo against the exportation of any food products, or any legislation which would narrow or destroy the markets for such products, or in any other way interfere with the operation of the law of supply and demand in establishing their prices, in the face of the great increase in the price of land, labor, and every article which the food producer must purchase, would be an act of the grossest injustice to a most important portion of our population.

## GOVERNMENT FIXES AUSTRALIAN MEAT PRICES

### Exporters Claim They Are Not Getting Fair Rates

(Special Correspondence of The National Provisioner.)

Brisbane, Queensland, Dec. 22, 1916.

All meat exported from Australia is still consigned to the order of the Imperial Government. The rates up to the end of June next have been fixed as follows: Mutton, 5½d. per pound, with a half-penny less for poorer quality; lamb, 6½d. per pound, with 1½d. off for poorer quality. The Queensland rates for beef are 47d. for approved beef and 44d. for passed beef.

The exporters in the southern Australian States are asking for an increase on these rates. The Australian rates appear to be slightly higher than the New Zealand rates, but lower than the amount paid to exporters from South America. The latter fact is partly accounted for by smaller insurance—war and marine; but colonial exporters point out that the rates are not fair to them by comparison. It is contended that Queensland cattle owners have reason to ask for an increase in price to bring their supplies more into line with the amounts received for South American beef.

The Australian contract covers only the present season; the New Zealand contract is until the end of the war and six months afterwards. It is understood that the arrangement with South America applies to the period of the war and three months after the termination of hostilities.

In the new contract better arrangements have been made for payment. This will be secured against shipping documents on lines similar to those operating in the case of New Zealand. Interest is also to be paid on meat kept in store for over 28 days.

There has been some interference with the export of meat during the past few weeks owing to a strike in the coal trade. This held up some of the boats in Australia.

#### Killing Operations in North Are Heavy.

The killing season in the northern part of Queensland has been completed. There are several important meat factories in that part of the Commonwealth, and between them they treated 188,000 head of cattle and 150,000 sheep. The cattle were drawn from the northern parts of Queensland, and as far out as the Northern Territory, which as yet has not any works to deal with the numerous cattle in that part of Australia.

This defect, however, is now being remedied, and the result will be that fewer cattle will come to the eastern States for treatment. The number treated in North Queensland in the season of 1915 was 48,000 head of cattle and 50,000 sheep. This would seem to indicate a big increase in the present season, but the fact is that last season was very small on account of the severe drought and losses of stock. It is estimated that next season over 200,000 head of cattle and 300,000 head of sheep will be available for treatment. Practically all of this treated stock was exported.

Of the total treated last year, the Ross River works, claimed to be the largest in Australia, and owned by the Queensland Meat Export Company, dealt with 81,500 head of cattle and 60,000 sheep, while the Alligator Creek works, which are the property of the

Australian Meat Export Company (Swift's) handled 55,000 head of cattle and 40,000 sheep. These latter works are being enlarged, and next season will be able to treat 700 head of cattle per day. A freezing plant is also to be added to the Bibiohra works in North Queensland.

In the central and southern parts of Queensland the killing has not been completed, and so far as the works on the Brisbane River are concerned it is believed that they will keep right on, the season having been so good for cattle. Up to the end of October, when the season in the north was finished, a total of 369,000 head of cattle had been put through the works throughout the State.

As explained already, 188,000 head of these went through the northern works. Of the balance 34,000 head were treated at Cannon Hill, the main works of the Australian Meat Export Company (Swift's), 29,974 head at the Queensland Meat Export Company's works at Pinkenba (Brisbane River), and 30,875 at John Cooke & Sons' works at Redbank. Lake's Creek, in Central Queensland, treated 31,655 head. It may be mentioned that the number that went through all the works of the State to the end of October showed a reduction as compared with the previous year, when the total to that date was 428,489 head.

#### Government Operation Results in Big Loss.

Apropos of recent discussion regarding government-owned concerns in Australia, this from an authoritative source is interesting: The Government Cold Stores at Victoria Dock, Melbourne, showed a loss of £11,552 during the last financial year, after making due allowance for depreciation and interest. It may be granted that the season was abnormal owing to the drought, but so also was the loss. It has been decided to increase the charges.

A serious condition arose at the government abattoirs at Sydney a few days ago, owing to a strike of slaughtermen, who demanded an increase from 30s. to 40s. per 100 for killing woolled sheep. The government, which is Labor in politics, refused to continue to meet the repeated demands for more pay. Sydney was threatened with a meat famine until the matter was fixed up.

#### Conditions in New Zealand.

In New Zealand the new freezing season is just starting. The supply of stock is expected to be a good one, as the season has been satisfactory. A conference of those engaged in the trade has been held with a representative of the government, and a new scale of payments for meat was submitted to the Imperial Government. It is said that this has been adopted. It provides for a considerable increase in the price of various lines, averaging about 7d. per pound.

A New Zealand paper publishes this statement: "The announcement of the formation of a local company, of which Mr. W. I. Carney, of Christchurch, holds 3,998 £5 shares out of 4,000, registered as Armour & Company, Limited, of Australasia, will add unusual interest to the coming export season.

Mr. Carney is an American wool and sheep operator, and the initial steps to form the company were taken by Mr. N. W. Kingdon, who is well known in Australia.

#### ◆◆◆ SLAUGHTERING A STATE MONOPOLY.

By a recent decision of the High Court at Sydney, N. S. W., Australia, the slaughtering of meat animals in the Sydney district is made a State monopoly. A local slaughterer had secured an order against the Metropolitan Meat Industry Board to compel the board to hear his appeal for a right to slaughter cattle in the county. The High Court dismissed his application and sustained the board in its refusal to give him a license.

The Chief Justice, in the course of his judgment, said the court was called upon to interpret the very plain provisions of the Meat Industry Act, which was passed in 1915. Before that time the business of slaughtering animals for food in the State was carried on largely by private enterprise, subject to regulation.

In 1915 the legislature thought fit to establish government abattoirs for the metropolitan area, setting up a board, which, in effect, was a sub-department of the State government. Section 19 of the act provided that no person without the consent and under the conditions prescribed by the board should slaughter cattle or dress any carcass for human consumption except at a public abattoir.

The words were plain enough. They meant that the slaughtering of cattle in the metropolitan district was to be a government monopoly, except as far as the board might consent to its being carried on by private persons. The inference seemed irresistible that in all cases the board's discretion was to be absolute and uncontrolled.

The respondents had contended, and that view was accepted by a majority of the Supreme Court, that the case fell within the well-known rule that a man could not be affected in his private rights of property under the discretionary power conferred on a public authority unless the question was dealt with on judicial principles, and after giving him an opportunity for showing reasons against the refusal of his request. The answer was that the act expressly meant and said that what had hitherto been conditionally lawful was to be unlawful, except on one condition. In his opinion the discretion of the board was unfettered. He therefore allowed the appeal.

#### ◆◆◆ SALT SHOULD BE CLEAN.

Notice from the federal meat inspection authorities regarding the use of clean salt in packing operations is as follows:

All salt or solutions thereof used in direct contact with meat or meat food product should be clean and handled in a cleanly manner. The presence of a small amount of insoluble mineral matter in salt is not alone sufficient to prohibit its use, provided the salt is from a clean source and has been properly handled. However, when inspectors are familiar with insanitary conditions surrounding the source of a salt or have knowledge that it has been handled in an unclean manner, its use in the preparation of meats and products should be prohibited.

Do you want a good man? Or perhaps it is a position you are after. In either case, keep an eye on page 48. It will be worth your while.

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat; it should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### TANKAGE YIELDS AND VALUES.

One of the questions recently submitted by a subscriber is as follows:

Editor, The National Provisioner:

Please tell me the average cash value of the waste or offal of a hog, consisting of liver and lungs, entrails and blood, for fertilizer dried and ground, after being cooked in a steam tank for grease. I want to know the value per hog of the dried and ground tankage and the price at which you estimate the tankage.

Tankage per hog runs about 6 to 6½ pounds on a dry basis, and dried blood about 1½ pounds. Tankwater evaporated and dried will run about 2½ pounds per hog. The value of these materials is based upon the ammonia content of each, determined by the analysis thereof.

Say blood, and also concentrated tankage, runs 16 units of ammonia, at \$3.80 per unit, equals approximately \$60 per ton. Concentrated tankage at \$3.30 per unit, equals about \$53 per ton. Ground tankage analyzing 11 per cent ammonia, is worth about \$3.75 per unit. Ground tankage analyzing 9 per cent ammonia and 20 per cent bone phosphate is quoted at about \$3.60 and 10c respectively per unit, and equals about \$34 per ton.

As a rule, where blood is not of sufficient volume to warrant separate manipulation, it is reduced to "Stick" (a thick molasses consistency) and put through the fertilizer dryer mixed with the pressed tankage. This procedure, of course, raises the ammonia content of the finished ground tankage.

You can figure 7½ to 8 pounds per hog dried tankage and blood. Now, if you know what your finished tankage analyzes, it is an easy matter to determine the value per hog, the concentrated tankage being an additional 2 to 2½ pounds per hog. Moisture and grease content should be kept as nearly at the minimum as possible.

### TO PICKLE PIGS' FEET.

An inquiry from a subscriber in the South-west is as follows:

Editor The National Provisioner:

What is the best method to follow to pickle hog feet so that they will keep, and come out of pickle white and sweet?

Pigs' feet should be thoroughly scalded, cleaned, washed and chilled, and cured in a clean, sterilized wooden vessel. Strength of pickle depends upon length of time to be carried; say, an 80-degree pickle with 5 ozs. of saltpeter per 100 pounds of meat for shipment in ten days; a 100-degree pickle for five days. Some curers use in addition 1½ pounds of sugar per 100 pounds of feet.

If spices are used it must be remembered that cloves tend to darken the feet. Boiling should be effected in a clean wooden receptacle, using clean water for each batch.

### UTILIZING HOG ENTRAILS AND FAT.

The following inquiry comes from a Southern subscriber:

Editor The National Provisioner:

How many pounds of tankage and grease can be obtained from 100 pounds net of hog entrails, the caul and fat having been removed from the same?

Can No. 1 white lard be produced from the caul and fat from the entrails?

We have no record of hog guts rendered separately for grease and tankage. It would seem to us that raw fresh material of this kind should be converted into cured casings

and bungs; compared with which the tank value would be nominal.

Caul and entrail fats thoroughly washed and chilled in cold water, ice water preferably, will result when rendered in a hard lard good enough for any edible purpose. The addition of bicarbonate of soda—maximum, two pounds per 1,000 pounds of stock—say in two hours after the commencement of rendering, will bleach the lard satisfactorily, using an open kettle. Settle with salt.

### TROUBLE WITH LARD CRACKLINGS.

A Southern butcher writes as follows regarding difficulties in rendering:

Editor The National Provisioner:

I am rendering lard in a 60-gallon open steam-jacketed kettle, with a pressure between 60 and 80 pounds. I would like to know why the cracklings in some renderings will get nice and crisp and yellow, and at other times they stay soft and settle to the bottom of the kettle, where they stick.

A good idea is to wash thoroughly in cold water everything going to the kettle which needs it, such as killing fats. It is also a good idea to cut all material up into uniform-sized pieces, and as small as possible. And in addition constant agitation during the process of rendering the fats is another good idea. Start your kettle off as soon as you begin to load it with, say, 45 pounds steam pressure. In two hours this will show around 230 degs. Fahr. Then raise to 60 pounds pressure, which will raise the temperature by the time the rendering is completed—when the cracklings give off no more steam—to about 255 degs. Fahr. Then the steam may be shut off and the contents of the kettle allowed to settle prior to drawing lard.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

## The Strange Case of a Swenson

A certain Western concern wrote us recently that an evaporator we had sold them was not up to rated capacity. They had installed the machine themselves so we suggested possible errors that could have been made—but all to no purpose, as our apparatus was condemned after what they thought due further consideration and we were advised to that effect.

But this was indeed a strange case when hundreds of Swensons all over the states and many foreign countries are giving full measure—and over, so we promptly despatched two of our evaporator men to this exception.

Presto: Even the feed lines were choked down—the boys worked right thru a holiday but they secured instead of the unsatisfactory 40% capacity a good 160% with still room to go.

Result—Complete SATISFACTION.

**SWENSON EVAPORATOR CO.**

945 Monadnock Block, Chicago.

**THE  
NATIONAL PROVISIONER  
New York and  
Chicago**

**Official Organ American Meat Packers'  
Association**

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**WHO'S THE FOOL HERE?**

A statement made by a paid attorney at the convention of the American National Live Stock Association last week, to the effect that the second generation of meat packers are a set of ignoramuses, especially in so far as the packinghouse business is concerned, is certainly one of the most absurd things that has been said in relation to the packinghouse business in many a day. It might be taken more seriously if plain facts and figures did not so readily contradict the statement of the speaker.

This terrible charge is also weakened a little bit by the fact that the individual making it has a very direct personal interest in trying to arouse an animosity between the packinghouse and livestock interests which does not now exist. The fact that he is about the only one to gain anything by such a controversy will not lessen his enthusiasm, but if his fees are dependent upon

making the livestock interests believe that the packers of today are a bunch of fools, he had better be sure that his traveling expenses are in his pocket before he attends similar conventions for the same purpose.

There are many industries in this country which would like to have the same kind of "fool" heads, capable of conducting the largest single manufacturing business in the world with a reputation for such efficiency that it has become a model for all others. If the standards in the legal profession require the same efficiency, the speaker in this case, who appears to be trying to stir up trouble for his own benefit, would seem to require a rating in the minus quantity.

**PROTECTION FOR EXPORTERS**

The position of our exporters in having to deal singly with combinations, is growing more disadvantageous, and at the end of the European war may be disastrous, according to a report of a special committee of the Chamber of Commerce of the United States, which is to be filed with the Senate Committee on Interstate and Foreign Commerce, urging the passage of the so-called Webb bill to promote export trade.

The report which has now been sent to the members of the National Chamber was compiled by the committee of which R. Goodwyn Rhett, president of the Chamber of Commerce of the United States, is chairman and composed in addition of Prof. Henry R. Seager, of Columbia University, and Guy E. Tripp, of New York City, chairman of the board of the Westinghouse Company. The report is made only after mature study of the entire situation and after having obtained the views of many business men of the country.

The Webb bill has already passed the House and now is before the Senate Committee for its consideration. The House, however, so amended the bill, before passage, as to prevent the exemptions from the Sherman Act taking effect if there is restraint upon the export trade of the United States. As such language nullifies the whole purpose of the legislation, and would in fact leave the situation as it is at present, this language should be eliminated, according to the committee. The same complaint was made to the Senate Committee by other organizations and parties interested in the bill at recent hearings before the Newlands Committee.

The committee, and through it the National Chamber, is urging the passage of the bill because it feels that co-operation in export trade affords special advantages to small concerns which have not great experience abroad. Many of these concerns, it is said, are now unwittingly doing harm to American commerce abroad. Lacking experience and individually unable to support a special staff for selling

abroad, they have so conducted their relations with several parts of Latin America, for example, as to call forth organized protests.

If such concerns could enter into association among themselves and collectively support a common agency that would make the contracts, arrange the credits, see to compliance with sample, and superintend the shipping, it is believed justifiable complaints on the part of foreign customers would be automatically obviated. Otherwise, the committee thinks, there may be national detriment in trade relations.

In connection with this whole export trade question and the Webb bill especially, the Chamber of Commerce of the United States has advocated the following principles:

All combinations entered into or carried on in good faith for the sole purpose of increasing, facilitating or benefiting export trade, including agreements, transactions and acts entered into, performed or carried out in the course of export trade, which do not restrain or monopolize or tend to restrain or monopolize trade within the United States should be lawful.

The term "export trade" should be confined to trade or commerce from the United States to any foreign nation; and the term "foreign nation" should not include any of the insular possessions of the United States.

The Federal Trade Commission should be given the same power with reference to organizations, associations, agreements, transactions, or acts entered into, performed or carried out in the course of export trade, which it has reason to believe restrains or monopolizes, or tends to restrain or monopolize, trade within the United States as it has under the Federal Trade Commission Act in the matter of unfair methods of competition.

None of the powers conferred upon the Federal Trade Commission in the act entitled "An Act to Create a Federal Trade Commission," etc., should be in any way abridged in such a bill.

These principles will be recognized as fair and reasonable, and worthy of recognition by Congress in the form of a law authorizing their practice.

**OLEO FIGHT IN MINNESOTA**

The United States courts in Minnesota have issued an injunction against State Dairy and Food Commissioner Farrell, restraining him from enforcing the State law which prohibits the sale of yellow oleomargarine in that State. The law was passed at the instigation of the butter interests. State Commissioner Farrell himself is a creamery proprietor and an officer of the dairymen's association.

The injunction order was not expected by the dairy interests, and threw them into a state of disorder. They could not understand why any court would dare to interfere with their legalized monopoly. They had even secured a State court decision declaring their anti-oleomargarine law constitutional, and they were much annoyed to think that a federal court should interfere.

January 27, 1917

## TRADE GLEANINGS

The Dixie Guano Company, Suffolk, Va., will build a cotton gin.

Feed mill machinery will be installed by the Planters' Cotton Oil Company, Dothan, Ala.

Plans are being prepared for the plant of the Farmers' Packing Company, at Sauk City, Wis.

Armour & Company's branch house at 197 Fort Greene Place, Brooklyn, N. Y., was damaged by fire.

A site has been secured by the Northern Packing Company, Grand Forks, N. D., on which a packing plant will be erected.

It is reported that a packing plant will be established at Jacksonville, Fla., by the Jacob Dold Packing Company, of Buffalo, N. Y.

The Lignite Products Company, Camden, Ark., with Walter F. Corcoran of Pittsburgh, Pa., as president, plan to manufacture soap.

Andrew Ercinck, Frank Jahoda and Charles Prokop have incorporated the Lidgerwood Meat Co., Lidgerwood, No. Dak. Capital stock, \$15,000.

A movement is being launched by the Chamber of Commerce of Raleigh, N. C., for the purpose of establishing a \$200,000 packing house for Raleigh.

Chester Walk has completed an addition to his butchering plant on North Jefferson street, Greencastle, Pa., which now has a capacity of 150 hogs a week.

The Liberty Pecan & Cattle Company has been incorporated under the laws of the State of Delaware to deal in cattle, raise fruits, etc. Capital stock, \$250,000.

The Valdez Packing Company, Seattle, Wash., has been incorporated with a capital

stock of \$50,000 by John M. Emel, C. G. Hackett and Alex Stewart.

The Toppenish Meat Company, Inc., Toppenish, Wash., has been incorporated with a capital stock of \$20,000 by Charles Bruhn, Thomas J. Bratton and John J. Siegel.

The Public Packing Company, Augusta, Maine, to conduct a public abattoir, packing and provision business, etc., has been incorporated with a capital stock of \$750,000.

Bradshaw Land & Livestock Company, Miles City, Mont., has been incorporated with a capital stock of \$20,000 by W. J. Bradshaw, Mrs. Margaret Bradshaw, Joseph R. and Alexander Bradshaw.

The Consumers' Cotton Oil Corp., Norfolk, Va., has been incorporated with a capital stock of \$50,000 with C. A. Johnson as president and A. Hart, secretary and treasurer, both of Tarboro, N. C.

Otis & Co., Miles City, Mont., has been incorporated with a capital stock of \$100,000 by G. S. Otis, F. J. Jelinek, W. W. Andrus, G. E. Brown and B. H. Bergeron, and will erect a packing plant in Miles City.

The Nashua Packing Company, Nashua, N. H., has been incorporated with a capital stock of \$25,000. Edward B. Saunders, Grace W. Saunders, A. R. Hobart, Chauncey Hobart and Neil H. Wiggin, all of Nashua, N. H., are the incorporators.

W. S. Crow, F. G. Drummond and R. C. Drummond are the incorporators of the Hominy Cotton Oil Company, Hominy, Okla. Capital stock, \$30,000. A company is being organized by C. V. Henkel, F. B. Bunch, G. E. Dull and others for the purpose of establishing a packing plant at Statesville, N. C.

At the annual meeting of the stockholders of the Yellowstone Packing Company, Bill-

lings, Mont., the following officers were elected: T. A. Snidow, president; J. B. Henderson, vice president; M. W. Cramer, secretary and treasurer, and A. N. Bergh, superintendent. The \$200,000 plant on the corner of Montana avenue and Fifteenth street, is rapidly nearing completion.

## SALE OF GARBAGE GREASE

### Municipal Reduction Plant

### DEPARTMENT OF PUBLIC WORKS

Chicago, January 23, 1917.

SEALED PROPOSALS will be received by the City of Chicago until 11 a. m. Friday, February 9, 1917, at Room 406 City Hall, for the purchase and removal of Garbage Grease from the Municipal Reduction Plant of the City of Chicago, located at 39th and Iron Streets, Chicago, and on the West arm of the South fork of the South Branch of the Chicago River, according to Specifications on file in the office of the Department of Public Works of said City, Room 406 City Hall.

Proposals must be made out upon blanks furnished at said office, and be addressed to said Department, indorsed "Proposals for Sale of Garbage Grease—Municipal Reduction Plant," and be accompanied with Twenty Thousand Dollars in money or a certified check for the same amount on some responsible Bank located and doing business in the City of Chicago and made payable to the order of the Commissioner of Public Works.

The Commissioner of Public Works reserves the right to reject any or all bids.

No proposal will be considered unless the party offering it shall furnish evidence satisfactory to the Commissioner of Public Works of his ability, and that he has the necessary facilities together with sufficient pecuniary resources to fulfill the conditions of the Contract and Specifications, provided such contract should be awarded to him.

Companies or firms bidding will give the individual names as well as the name of the firm with their address.

FRANK I. BENNETT,  
Commissioner of Public Works.

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## PROVISIONS AND LARD

### WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**New High Levels—Strong Foreign Markets—  
More Speculative Enthusiasm—Hog Receipts Liberal But Well Absorbed—Corn Markets Strong—Sentiment More Mixed at the High Prices.**

The week has again brought another set of new high levels to the provision list. All products have been strong and frequently the advances have exceeded expectations. At the same time it is not unnatural that fluctuations are sharp at this stage, as the high prices leave room for rather violent price changes.

A rather surprising feature has been the increase of speculative enthusiasm in the provision list. Notwithstanding the high prices, outsiders showed willingness to buy and some interests have made pretty good terms. As a result the predictions of 20c. lard at Chicago are more strenuous than heretofore, although conservatives are not looking for any such remarkable advance on top of the big advances that have already occurred.

The general stand is that provision prices are high, but hog products are worth the money. People who are really close in the trade are holding this opinion, or at least they are not disposed to expect a big sustained decline just now with foodstuffs in

demand the world over, war prices ruling and inflation having its effect in our own great consuming country.

The strong foreign markets have had much to do with the advances on this side. Cables were repeatedly received from Liverpool telling of advancing markets at foreign centers. Lard and meats shared these upturns. There were times when the rising prices were regarded as sensational, and under the circumstances their influence in all quarters was pregnant.

The higher prices abroad took place despite larger arrivals of product from America and prospect of further liberal shipments. Private cables were that somewhat of a scare had taken hold of provision buyers at English points. Of course, the operations of the German raiding vessels in South American waters was a very important factor, as it not only cut off shipments from Australia and Argentina, but had immediate influence on all importing costs.

As a result of these raids there was sharp rise in insurance rates and freight rates, while the amount of tonnage at all ports was necessarily reduced. Simultaneously, there were claims of available tonnage being placed under stricter government regulation. Involved in these reports were claims that nearly 100 Greek vessels would be ruled by

British Government officials and that 80 French boats would be transferred to the orders of the French Government. Much was heard of these vessels being taken over to facilitate the movement of munitions, but it would seem a safe assumption that after a short time a system will be devised so that foodstuff shipments will also be cared for, as it is realized that even in these war times foodstuffs are quite as important as munitions.

The exports of provisions from American shores are being closely followed; actual statistics are in another column. A great deal has been said of the higher markets resulting in the buying of provisions at exporting points, but as referred to above, the higher prices abroad were also in the way of a readjustment to higher shipping costs. Just how much effect the intimations that Germany would on February 1 commence a deep sea blockade of the English coast had on the various markets is a matter of conjecture, yet some bearing would seem to be in line with the sensitive state of the provision list.

Meanwhile the movement of hogs to the market has been of fairly liberal amount and the quality consumed quite satisfactory. Prices are attractive to farmers and a few of the private reports indicate that due to the car situation the movement has not been quite as full as would occur under other conditions. The hog packing for the week has approximated 860,000, as against 960,000 the previous week and somewhat over 1,000,000 last year.

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CHICAGO



January 27, 1917

There have been new high prices in the corn market and undoubtedly the feeding costs are an item in offsetting the higher prices being made to the farmer for his hogs. Europe continues to buy freely of American corn and speculation is increasing in this commodity, which is leading to sympathetic advances in all feedstuffs. There have been a few rains in the Argentine, but it is understood that the damage this year will be close to 75%, which suggest Argentine corn exports of under 50,000,000 bushels for the season, against 160,000,000 for the season just ended.

LARD.—The market has again been very firm. Prices have advanced with a persistent demand and offerings have been steadily taken off the market. The demand is reported good for export and the Belgian relief has been again in the market. City is quoted at \$16.37; Western, \$16.75; Middle West, \$16.50@16.60; refined Continent, \$17.45; South American, \$17.75; Brazil, kegs, \$18.75; compound, 13 $\frac{3}{4}$ @14 $\frac{1}{4}$ c.

The lard list has been advanced to new highs on hog advices and strength abroad.

PORK.—The market has held very steady. Holders anticipate an improved export demand. Mesa, \$32@32.50; clear, \$31@33, and family, \$32@34.

Prices have been firm in sympathy with upturns at the West.

BEEF.—There is a tendency to hold for higher prices as demand has improved. Mess, \$23@23.50; packet, \$23.50@23.50; family, \$25.50@27.50; extra India, \$40.00@42.00.

The higher asking prices tended to check trade, but the undertone is firm.

SEE PAGE 31 FOR LATER MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to January 24, 1917:

HOGS.—San Domingo, 6 hd.

BACON.—Bermuda, 5,347 lbs.; British India, 3,770 lbs.; British West Indies, 1,634 lbs.; Colombia, 283 lbs.; Cuba, 2,500 lbs.; Danish West Indies, 185 lbs.; Dutch West Indies, 89 lbs.; England, 5,107,460 lbs.; France, 733,960 lbs.; Guatemala, 365 lbs.; Jamaica, 6,843 lbs.; Mexico, 3,713 lbs.; Newfoundland, 21,062 lbs.; Norway, 670,157 lbs.; Peru, 150 lbs.; San Domingo, 260 lbs.; Scotland, 110,200 lbs.; Sweden, 251,700 lbs.; Venezuela, 190 lbs.

HAMS AND SHOULDERS, CURED.—Argentina, 408 lbs.; Bermuda, 6,971 lbs.; British Guiana, 613 lbs.; British India, 1,642 lbs.; British West Indies, 2,140 lbs.; Colombia, 1,112 lbs.; Costa Rica, 346 lbs.; Cuba, 8,534 lbs.; Danish West Indies, 2,034 lbs.; Dutch West Indies, 215 lbs.; England, 2,067,298 lbs.; France, 196,904 lbs.; French West Indies, 6,575 lbs.; Guatemala, 580 lbs.; Haiti, 2,703 lbs.; Honduras, 1,345 lbs.; Jamaica, 2,392 lbs.; Mexico, 11,874 lbs.; Newfoundland, 34,903 lbs.; Norway, 33,357 lbs.; Panama, 84

lbs.; Peru, 641 lbs.; San Domingo, 7,473 lbs.; Scotland, 460,823 lbs.; Venezuela, 7,750 lbs.

LARD.—Argentina, 180 lbs.; Barbados, 7,560 lbs.; Bermuda, 150 lbs.; British Guiana, 1,750 lbs.; British West Indies, 880 lbs.; Canada, 500 lbs.; Colombia, 8,700 lbs.; Cuba, 18,210 lbs.; Danish West Indies, 1,743 lbs.; Denmark, 66,728 lbs.; Dutch West Indies, 80 lbs.; England, 1,708,348 lbs.; France, 2,825,325 lbs.; French West Indies, 900 lbs.; Haiti, 30,577 lbs.; Jamaica, 887 lbs.; Mexico, 41,750 lbs.; Norway, 562,781 lbs.; Peru, 66,694 lbs.; San Domingo, 35,920 lbs.; Scotland, 64,950 lbs.; Trinidad, Island of, 1,132 lbs.; Venezuela, 12,702 lbs.

LARD COMPOUNDS.—Barbados, 3,400 lbs.; Bermuda, 3,650 lbs.; British West Indies, 7,920 lbs.; Danish West Indies, 4,133 lbs.; Dutch West Indies, 5,995 lbs.; England, 117,350 lbs.; French West Indies, 1,178 lbs.; Haiti, 37,272 lbs.; Jamaica, 1,200 lbs.; Scotland, 95,510 lbs.; Straits Settlements, 22,224 lbs.; Trinidad, Island of, 24,874 lbs.

LARD OIL.—British India, 3 gals.

FRESH PORK.—Bermuda, 3,017 lbs.; British West Indies, 1,500 lbs.; Danish West Indies, 800 lbs.; England, 629,667 lbs.; Haiti, 2,800 lbs.; Portuguese Africa, 3,500 lbs.

PICKLED PORK.—Aden, 15,963 lbs.; Barbados, 8,900 lbs.; Bermuda, 9,945 lbs.; British Guiana, 12,600 lbs.; British West Indies, 15,500 lbs.; Danish West Indies, 1,720 lbs.; Dutch Guiana, 5,000 lbs.; Dutch West Indies, 1,325 lbs.; England, 63,360 lbs.; France, 1,500 lbs.; French West Indies, 400 lbs.; Haiti, 9,100 lbs.; Jamaica, 9,000 lbs.; Newfoundland, 112,600 lbs.; Norway, 6,600 lbs.; San Domingo, 5,920 lbs.

CANNED PORK.—Argentina, 758 lbs.; Australia, 50 lbs.; British India, 616 lbs.; Colombia, 96 lbs.; England, 18,051 lbs.; France, 73,000 lbs.; Mexico, 24 lbs.; Scotland, 23,480 lbs.; Venezuela, 805 lbs.

SAUSAGE.—Argentina, 1,800 lbs.; Barbados, 35 lbs.; Bermuda, 2,641 lbs.; British India, 2,428 lbs.; British West Indies, 259 lbs.; Canada, 22,260 lbs.; Colombia, 10,349 lbs.; Costa Rica, 190 lbs.; Cuba, 2,500 lbs.; Danish West Indies, 1,004 lbs.; Dutch West Indies, 825 lbs.; England, 22,500 lbs.; France, 28,860 lbs.; French Guiana, 200 lbs.; French West Indies, 577 lbs.; Haiti, 1,234 lbs.; Mexico, 794 lbs.; Newfoundland, 1,034 lbs.; Peru, 250 lbs.; San Domingo, 2,910 lbs.; Scotland, 5,040 lbs.; Venezuela, 806 lbs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to January 24, 1917:

CATTLE.—Bermuda, 40 hd.; Mexico, 11 hd.

BEEF, PICKLED AND OTHER CURED.—Barbados, 8,200 lbs.; Belgium, 2,414,000 lbs.; Bermuda, 4,175 lbs.; British Guiana, 1,000 lbs.; British West Indies, 5,000 lbs.; Danish West Indies, 2,348 lbs.; Dutch Guiana, 35,500 lbs.; Dutch West Indies, 1,270 lbs.; England, 35,200 lbs.; France, 3,000 lbs.; French West

Indies, 2,000 lbs.; Haiti, 1,200 lbs.; Jamaica, 190 lbs.; Newfoundland, 116,400 lbs.; Norway, 20,000 lbs.; San Domingo, 300 lbs.; Scotland, 71,116 lbs.

FRESH BEEF.—Bermuda, 22,569 lbs.; British West Indies, 352 lbs.; Costa Rica, 800 lbs.; Cuba, 1,085 lbs.; Danish West Indies, 400 lbs.; England, 1,381,796 lbs.; Haiti, 1,200 lbs.; Newfoundland, 12,000 lbs.; Panama, 3,300 lbs.; Scotland, 2,716 lbs.; Venezuela, 2,000 lbs.

OLEOMARGARINE.—Barbados, 26,700 lbs.; Bermuda, 1,295 lbs.; British Guiana, 8,500 lbs.; British West Indies, 22,156 lbs.; Colombia, 900 lbs.; Costa Rica, 800 lbs.; Danish West Indies, 2,000 lbs.; French West Indies, 625 lbs.; Haiti, 200 lbs.; Jamaica, 5,148 lbs.; San Domingo, 3,170 lbs.

OLEO OIL.—Cuba, 5,730 lbs.; Denmark, 52,180 lbs.; England, 346,258 lbs.; Norway, 797,208 lbs.; Scotland, 96,084 lbs.

STEARINE.—Haiti, 1,058 lbs.; Panama, 1,029 lbs.; Peru, 4,198 lbs.; Scotland, 34,560 lbs.; Venezuela, 7,680 lbs.

OLEO STOCK.—Netherlands, 149,902 lbs.; Scotland, 38,577 lbs.

TALLOW.—Barbados, 625 lbs.; Brazil, 2,200 lbs.; British West Indies, 850 lbs.; Colombia, 6,800 lbs.; Costa Rica, 1,000 lbs.; Mexico, 500 lbs.; San Domingo, 22,276 lbs.; Sweden, 211,693 lbs.; Trinidad, Island of, 1,240 lbs.

CANNED MEATS (Value).—Argentina, \$185; Australia, \$1,435; Barbados, \$167; Bermuda, \$313; British India, \$871; British West Indies, \$456; Chile, \$73; China, \$9; Colombia, \$630; Costa Rica, \$12; Danish West Indies, \$319; Dutch West Indies, \$13; England, \$37,526; France, \$4,152; French West Indies, \$47; Guatemala, \$7; Haiti, \$75; Honduras, \$17; Jamaica, \$58; Mexico, \$272; New Zealand, \$56; Panama, \$4; Peru, \$3,002; San Domingo, \$276; Scotland, \$5,104; Venezuela, \$223.

OTHER MEAT PRODUCTS (Value).—Argentina, \$169; Barbados, \$2,587; Bermuda, \$1,206; British West Indies, \$159; Canada, \$7; Costa Rica, \$218; Cuba, \$255; Danish West Indies, \$190; Dutch West Indies, \$11; England, \$18,461; France, \$1,833; French West Indies, \$744; Haiti, \$553; Jamaica, \$30; Mexico, \$36; Newfoundland, \$1,860; Panama, \$196; San Domingo, \$221; Trinidad, Island of, \$49.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending January 20, 1917, with comparisons:

PORK, B.R.L.S.

To—	Week ending Jan. 20, 1917	Week ending Jan. 22, 1916	From Nov. 1, '16, to Jan. 20, 1917
United Kingdom...	552	212	1,952
Continent .....	514	22	1,340
So. & Cen. Am...	404	357	3,700
West Indies .....	262	1,802	10,314
Br. No. Am. Col...	20	2,135	1,414
Other countries...	2	33	118
Total .....	1,754	4,561	18,838

MEATS, L.B.S.

United Kingdom...	7,469,900	16,850,275	162,717,975
Continent .....	11,464,563	4,209,471	61,805,315
So. & Cen. Am...	14,736	64,072	619,353
West Indies .....	222,059	299,802	2,512,600
Br. No. Am. Col...	.....	20,010	121,260
Other countries...	2,419	12,086	223,474
Total .....	19,113,679	21,456,316	227,999,977

LARD, L.B.S.

United Kingdom...	3,912,018	4,577,700	34,730,970
Continent .....	7,865,019	4,704,885	68,051,143
So. & Cen. Am...	659,038	1,015,070	7,466,531
West Indies .....	723,712	287,697	5,371,292
Br. No. Am. Col...	1,220	50,875	86,743
Other countries...	26,600	11,891	305,497

Total ..... 13,217,607 10,646,118 116,012,476

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,354	18,585,079	12,019,387
Boston .....	20	.....	1,220
Philadelphia .....	.....	528,000	.....
New Orleans .....	380	.....	1,197,000
Total week .....	1,754	19,113,679	13,217,607
Previous week .....	1,639	13,814,428	5,487,738
Two weeks ago .....	1,301	3,432,479	2,642,328
Cor. week last y'r	4,561	21,456,316	13,648,118

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '16, same time	To Jan. 20, '17, last year	Changes.
Pork, lbs....	3,767,600	6,881,400
Ments, lbs....	227,999,977	203,448,677
Lard, lbs....	116,012,476	114,166,544

Inc. 2,113,800  
Inc. 24,551,300  
Inc. 1,845,932

\*Details withheld by steamship company.

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market has been steadier, but there has not been a perceptible increase in the volume of business. Higher prices in various other markets have not been without sentimental influence on the holders of tallow, yet the buyers have not been sufficiently impressed to materially raise their bids. In all quarters much is said of the necessity of acting cautiously in these momentous times when political conditions here and abroad change radically over a night.

There have been rumors of foreign bids for our tallow, but nothing definite has been ascertained and best authorities say that there has been no business worthy of mention. The rumors apparently sprang from strength of the foreign provision and grease markets. At London, the last auction sale resulted in offerings of 852 casks of tallow, of which 445 were absorbed at prices 3d. to 6d. higher than those of the previous week.

There have been no further offerings of foreign tallows here. Apparently, the raids in South Atlantic waters have checked these offerings. Vessel room at South American ports is extremely scarce, in fact harder to secure than room at North American ports.

Prime City tallow is quoted in the local market at 11 to 11½c. and City Specials at 11½ to 11¾c. loose.

**OLEOSTEARINE.**—The market is steady at the 13c. level. Holders are encouraged by reports of a good compound lard business doing.

**OEO OIL.**—Trade has been quiet. Foreign demand has been less in evidence. Extras are quoted at 21@21½c., and medium at 19c.

**SEE PAGE 31 FOR LATER MARKETS.**

**CORN OIL.**—The market has been stronger. Offerings were light and demand better. Prices at 12@12½c.

**SOYA BEAN OIL.**—The offerings at the West have been absorbed apparently and the general price list is steadier. Spot is quoted at 11½@12c.

**NEATSFOOT OIL.**—The market is without special change.

**COCONUT OIL.**—Foreign offerings are small and prices have been advanced. Copra

is higher. Ceylon, 15½@15½c.; Cochin, 18½@19½c.

**GREASE.**—Holders are demanding something advanced prices. Yellow, 10@10½c., nom.; bone, 9½@10½c., nom.; house, 10@10½c.

**PEANUT OIL.**—Advances in other oils have helped this market. Prices are quoted at 95c. @ \$1.05.

**PALM OIL.**—The offerings from abroad are still small. Demand is for small lots. Prime red, spot, 12½@12½c.; Lagos, spot, 13½@14½c.; to arrive, —; palm kernel, 15@15½c.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled 14,228 quarters for export, compared to nothing last week. There were no other arrivals except 39 casks of casings.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 25, 1917, show that exports from that country were as follows: To England, 63,148 quarters; to the Continent, none; to the United States, none. The previous week's exports were as follows: To England, 74,877 quarters; to the Continent, 60,553 quarters; to the United States, none.

### IMPORTS OF FRESH BEEF.

For the week ending January 20, 1917, the Government reports imports of fresh beef at the port of New York amounting to — pounds, the average value, according to estimates from the manifests, being — cents per pound. The previous week's imports totaled — pounds and averaged — cents per pound.

### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver-	Glas-	Rotter-	Copen-
	pool,	gow,	dam,	hagen.
Beef, tierces	3.00	\$3.00	300c.	275c.
Pork, barrels	3.00	3.00	300c.	275c.
Bacon	3.00	3.00	300c.	275c.
Canned meats	3.00	3.00	300c.	275c.
Lard, tierces	3.00	3.00	300c.	275c.
Tallow	3.00	3.00	300c.	275c.
Cottonseed oil	3.00	3.75	300c.	275c.
Oil Cake	—	—	200c.	175c.
Butter	3.00	3.00	350c.	300c.

No rates to Hamburg.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 25, 1917.—Quotations on green and sweet pickled meats, f. o. b., Chicago, loose, are as follows:

**Regular Hams.**—Green, 8@10 lbs. ave., 17½c.; 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17½c.; 14@16 lbs. ave., 17½c.; 16@18 lbs. ave., 17½c.; 18@20 lbs. ave., 18c. Sweet pickled, 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 17c.; 12@14 lbs. ave., 17c.; 14@16 lbs. ave., 17½c.; 16@18 lbs. ave., 17½c.; 18@20 lbs. ave., 17½c.

**Skinned Hams.**—Green, 14@16 lbs. ave., 18½c.; 16@18 lbs. ave., 18½c.; 18@20 lbs. ave., 18½c.; 20@22 lbs. ave., 18½c.; 22@24 lbs. ave., 18c. Sweet pickled, 14@16 lbs. ave., 18½c.; 16@18 lbs. ave., 18½c.; 18@20 lbs. ave., 18½c.; 20@22 lbs. ave., 18½c.; 22@24 lbs. ave., 17½c.

**Picnic Hams.**—Green, 4@6 lbs. ave., 13½c.; 6@8 lbs. ave., 13½c.; 8@10 lbs. ave., 13c.; 10@12 lbs. ave., 13c. Sweet pickled, 4@6 lbs. ave., 13½c.; 6@8 lbs. ave., 13c.; 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.

**Clear Bellies.**—Green, 6@8 lbs. ave., 17c.; 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16½c.; 14@16 lbs. ave., 16½c.; 16@18 lbs. ave., 16½c.; 18@20 lbs. ave., 16½c.; 20@22 lbs. ave., 18½c.; 22@24 lbs. ave., 17½c.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, January 25, 1917.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 22@23c.; green hams, 8@10 lbs. ave., 19c.; 10@12 lbs. ave., 19c.; 12@14 lbs. ave., 19½c.; 18@20 lbs. ave., 18c.; green clear bellies, 6@10 lbs. ave., 17½c.; 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17½c.; 14@16 lbs. ave., 16½c.; green rib bellies, 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16½c.; S. P. clear bellies, 6@8 lbs. ave., 15½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 15½c.; 12@14 lbs. ave., 15½c.; S. P. hams, 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 18c.; 18@20 lbs. ave., 19½c.; city steam lard, 16½c.; city dressed hogs, 15½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 18@18½c.; 10@12 lbs. ave., 17@17½c.; 12@14 lbs. ave., 16@16½c.; 14@16 lbs. ave., 15@15½c.; skinned shoulders, 14c.; boneless butts, 17@17½c.; Boston butts, 16@16½c.; spareribs, 12c.; neck ribs, 3@4c.; lean trimmings, 15½@16c.; regular trimmings, 12½@13c.; kidneys, 6c.; tails, 6@7c.; livers, 3c.; snouts, 5c.; pig tongues, 14@14½c.

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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

### SOUTHERN MARKETS

#### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., January 25, 1917.—Crude cottonseed oil sold in some volume at 84c. Meal and hulls moving slowly at unchanged quotations.

#### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 25, 1917.—Crude cottonseed oil, 84½c.; very little interest at this price. Meal, \$36, f. o. b. mills. Hulls, \$17.50, loose.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., January 25, 1917.—Prime crude cottonseed oil strong at 84½c. Prime 7½ per cent. meal, \$37@37.50. Prime hulls, \$17@17.50 loose, \$18@18.50 sacked.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 25, 1917.—Prime crude cottonseed oil firm at 82½c. bid, 83c. asked; Texas offerings fairly liberal; unsold stocks considered reasonably large, likewise seed yet to be crushed. Cake and meal dull and unchanged. Hulls higher at \$17.50 loose, \$20 sacked, New Orleans.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, January 27, 1917.—Prime crude cottonseed oil, 82½@83c. Prime summer yellow, 87½c. Prime loose cake, \$37 for February, \$37.25 for March, f. o. b. Galveston.

### FOREIGN COMMERCIAL EXCHANGE.

New York, January 25.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days.....	4.72½
Cable transfers .....	4.76½
Demand sterling .....	4.75½
Commercial bills, sight .....	4.75½
Commercial, 60 days.....	4.71½
Commercial, 90 days.....	4.69½
Paris—	
Commercial, 60 days.....	No quotations.
Commercial, 90 days.....	5.89
Commercial, sight .....	5.84½
Bankers' cables .....	5.83½
Bankers' checks .....	5.84½
Berlin—	
Commercial, sight .....	No quotations.
Bankers' sight .....	68½
Bankers' cables .....	68½
Antwerp—	
Commercial, 60 days.....	No quotations.
Bankers' sight .....	No quotations.
Bankers' cables .....	No quotations.
Amsterdam—	
Commercial, sight .....	40%
Commercial, 60 days.....	40½
Bankers' sight .....	40½
Copenhagen—	
Checks .....	27.55

### An Estimate of the Cotton Oil Crush for 1916-17

The following estimate of the cotton oil crush for the 1916-17 season has been issued by Henry Hentz & Company:

We beg to submit below our annual estimate of the production of cotton seed oil from the 1916-17 cotton crop, taking 11,600,000 bales of cotton, exclusive of linters and repacks, as the basis of our calculations. We also give the method by which our estimate is arrived at, namely the amount of seed cotton obtained from a bale of lint cotton, the percentage crushed, the yield of oil per ton of seed, and the refining loss.

The data pertaining to these figures has been kindly furnished to us by our many

friends in the trade, who are prominently connected with the production and manufacture of this article. We have taken a fair average of their replies, making allowance, of course, for certain difference in conditions prevailing in the various sections. The percentage of seed crushed is made greater than usual, but in view of the abnormally high prices of seed this season (the highest ever known) there is naturally more incentive to market a large quantity.

It has been our endeavor to give as accurately as possible an estimate which will prove useful and beneficial to our friends and we trust we have been successful.

11,600,000	bales of cotton, exclusive of linters and repacks.
900	lbs. seed cotton to bale of lint cotton.
10,440,000,000	lbs.
equal to	
5,220,000	tons of seed—(2,000 lbs. each).
82%	crushed.
4,280,440	tons of seed crushed.
42	gallons crude to ton of seed.
179,776,800	gallons.
Less refining loss 7 per cent.	12,584,376
167,192,424	gallons refined.
or	
3,154,574	bbls. of 53 gallons each.

### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported to The National Provisioner up to January 24, 1917

BUTTER.—Barbados, 960 lbs.; Bermuda, 5,557 lbs.; British Honduras, 700 lbs.; British India, 6 lbs.; British West Indies, 2,561 lbs.; Colombia, 1,600 lbs.; Danish West Indies, 3,871 lbs.; England, 161,291 lbs.; French West Indies, 550 lbs.; Guatemala, 100 lbs.; Haiti, 13,674 lbs.; Jamaica, 170 lbs.; Mexico, 4,484 lbs.; Newfoundland, 12,690 lbs.; San Domingo, 2,398 lbs.; Venezuela, 32 lbs.

EGGS.—Bermuda, 985 doz.; Newfoundland, 1,650 doz.

CHEESE.—Argentina, 3,102 lbs.; Bermuda, 3,767 lbs.; Brazil, 616 lbs.; British Guiana, 232 lbs.; British India, 22 lbs.; British West Indies, 1,466 lbs.; Costa Rica, 382 lbs.; Cuba, 1,842 lbs.; Danish West Indies, 2,880 lbs.; Dutch West Indies, 257 lbs.; England, 418,371 lbs.; French West Indies, 445 lbs.; Haiti, 1,805 lbs.; Honduras, 44 lbs.; Jamaica, 4,356 lbs.; Mexico, 384 lbs.; Norway, 176 lbs.; Peru, 504 lbs.; San Domingo, 3,532 lbs.; Trinidad, Island of Trinidad, 2,343 lbs.; Venezuela, 143 lbs.

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CINCINNATI, OHIO, U. S. A.

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Steady—Advances in Lard Help—Good Compound Lard Business—Crude Oil Firm—Advance in Other Oils—A Little More Speculation—Larger Exports.**

Perhaps the feature of the cotton oil market the past week or so has been the development of a larger export business. Some of the leading interests in the trade assert that sufficient buying for foreign account has taken place to bring up the clearances materially within the next several weeks. A glance at the exports of cotton oil so far this season as shown in another column of *The National Provisioner* makes it evident that there is room for much heavier exports.

It is stated on pretty good authority that boats will leave soon with close to 35,000 barrels of cotton oil aboard and that other liberal clearances will follow. There have been rumors that government interests have been buyers, but such rumors have been current before and naturally discredited, as the shipments of cotton oil have been too small to indicate important buying.

If cotton oil shipments increase sufficiently to point to a total this season of somewhat around last season's total of 600,000 barrels, there will be more bulls in the cotton oil

market. As it is, the exports have been running at a rate to suggest a little more than 300,000 barrels. Under the circumstances the clearances of cotton oil the next several weeks will be followed with a great deal of interest. The shipping costs are the highest on record, both as regards the charges for vessel room and insurance.

The bullish sentiment in cotton oil has not been surprising, as aside from the prominence given to the reports of larger export business, there has been a steadily rising provision list at the west to stimulate speculation. At times the advances in the foreign provision markets were sensational and the sentimental effect here was decided even though an important part of the advance at English centers must have been in the nature of a readjustment of prices with the high importing costs as caused by the German raids in various waters.

As far as the speculative situation is concerned, it is noteworthy that January oil in the New York market advanced to about the 13.50 level, due to belated short covering. There have only been a little more than 3,000 barrels of oil tendered on January contracts here and soap makers have absorbed this. The March position will be the next interesting one, and present indications do not point to much of an easement in the spot situation,

although a great deal can occur within 30 days or so. In the meantime, one of the leading refiners has continued to buy in hedges presumably against export business and the demand for oil for compound lard makers; outside speculation has not broadened materially.

Business in compound lard has been quite satisfactory. All authorities agree that the total is considerably above the amount that was doing a year ago. The prices for compound lard are high, but this exerts very little influence just now, as everything seems to be high and it is merely a case of relation. In this regard, compound lard is not high when compared with animal lard. The crude oil markets have been firmer and holders are more confident. They have been apprised, of course, of the advance in the foreign provisions list, foreign grease markets and also in the various oils and greases on this side. At the same time cotton oil has also advanced, so that its status has not been changed, or in other words, as a specific point, there is no more buying of cotton oil for soap makers now, say, than there was a few weeks ago when all markets were relatively lower.

Crude oil has been well held and bids have been raised, while offerings have not been pressed. Prices for crude are close to 85c.

**The  
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Cotton  
Oil Co.**



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**Cottonseed  
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**OIL, LINTERS  
CAKE, ASHES  
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**GOLD MEDALS  
AWARDED**

Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

It is understood that at the 90c. level a liberal amount of selling might be seen, as that basis represents a more profitable one to the mills, when the high cost of seed and other incidentals are reckoned.

Closing prices, Saturday, January 20, 1917.—Spot, \$12.40; January, \$12.40@12.80; February, \$12.38@12.43; March, \$12.41@12.42; April, \$12.28@12.35; May, \$12.30@12.31; June, \$12.30@12.33; July, \$12.31@12.32; August, \$12.32@12.33. Total sales, 15,400 bbls. Sales were: Prime crude, S. E., \$11.13 nom.; March, 7,800, \$12.45@12.40; May, 4,200, \$12.38@12.30; June, 100, \$12.38; July, 2,300, \$12.40@12.35; August, 1,000, \$12.38@12.37.

Closing prices, Monday, January 22, 1917.—Spot, \$12.70; January, \$12.70@13.00; February, \$12.30@12.50; March, \$12.32@12.34; April, \$12.18@12.26; May, \$12.18@12.20; June, \$12.18@12.22; July, \$12.20@12.23; August, \$12.21@12.24. Total sales, 28,700 bbls. Sales were: Prime crude, S. E., \$11.07@11.20; January, 400, \$12.80@12.40; February, 400, \$12.28@12.25; March, 12,800, \$12.32@12.22; May, 12,600, \$12.25@12.09; June, 400, \$12.26@12.14; July, 1,900, \$12.27@12.15; August, 200, \$12.27@12.14.

Closing prices, Tuesday, January 23, 1917.—Spot, \$13.00; January, \$13.20@13.50; February, \$12.40@12.70; March, \$12.47@12.49; April, \$12.34@12.40; May, \$12.34@12.35; June, \$12.33@12.35; July, \$12.34@12.36; August, \$12.33@12.35. Total sales, 23,800 bbls. Sales were: Prime crude, S. E., \$11.13@11.20; January, 800, \$13.50@12.90; March, 8,600, \$12.50@12.40; May, 12,000, \$12.36@12.27; July, 6,400, \$12.37@12.28; August, 2,000, \$12.35@12.30.

Closing prices, Wednesday, January 24, 1917.—Spot, \$12.40; January, \$12.40@13.50; February, \$12.46@12.50; March, \$12.46@12.48; April, \$12.30@12.33; May, \$12.32@12.33; June, \$12.30@12.34; July, \$12.33@12.34; August, \$12.33@12.35. Total sales, 15,000 bbls. Sales were: Prime crude, S. E., \$11.20@11.33; January, 300, \$13.25; February, 200, \$12.50; March, 4,700, \$12.50@12.45; May, 54,000, \$12.37@12.30; July, 4,200, \$12.37@12.32; August, 200, \$12.34.

Closing prices, Thursday, January 25, 1917.—Spot, \$12.50; January, \$12.50@13.50; February, \$12.45@12.70; March, \$12.50@12.53; April, \$12.35@12.41; May, \$12.35@12.37; June, \$12.35@12.40; July, \$12.35@12.36; August, \$12.34@12.37. Sales were: Prime crude, S. E., \$11.20@11.33; February, 100, \$12.60; March, 3,500, \$12.58@12.51; April, 500, \$12.45@12.43; May, 10,200, \$12.44@12.35; July, 6,600, \$12.44@12.35; August, 1,000, \$12.41@12.35.

**SEE PAGE 31 FOR LATER MARKETS.**

#### PHOENIX WINS LINTER SUIT.

In a suit for damages alleging a breach of contract on the sale of 3,000 bales of linters, a jury in the Federal Court at Memphis recently returned a verdict in favor of the defendant, the Phoenix Cotton Oil Company. The plaintiff was a New York commission house.

The goods were sold under the description "clean mill run linters" and the principal point in the case was that there was no definite meaning to the trade by the words, "clean mill run linters," and that the Phoenix Cotton Oil Company intended to deliver "mill run linters" in compliance with the contract. The effect of the jury's verdict was to find that "mill run linters" and "clean mill run linters" are one and the same thing, and that the Phoenix Cotton Oil Company had tendered in complete compliance with the contract "mill run linters" of the proper grade and quality.

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Fuel, lubricating oils and boiler waters.

Main Laboratories,

**ATLANTA, GA.**

Carolina Branch,  
WILMINGTON, N. C.

#### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending January 25, 1917, and for the period since September 1, 1916, were:

From New York—	Week ending Jan. 25, 1917.	Since Sept. 1, 1916.	Total	From Michigan—	Total	From St. Lawrence—	Total	From Canada—	Total	From Savannah—	Total	From Netherlands—	Total
Africa	4	937	937	From New York—	4,024	82,139	175,836	From New Orleans—	4,024	14,728	52,900	From Galveston—	—
Argentina	—	1,264	1,264	From Michigan—	—	—	—	From St. Lawrence—	—	—	—	From Galveston—	2,074
Australia	22	173	173	From St. Lawrence—	—	—	—	From Detroit—	—	—	—	From Detroit—	340
Bolivia	—	38	38	From Detroit—	—	—	—	From Baltimore—	—	—	—	From Baltimore—	327
Brazil	—	722	722	From Baltimore—	—	—	—	From Philadelphia—	—	—	—	From Philadelphia—	327
British Guiana	—	211	211	From Philadelphia—	—	—	—	From Norfolk and	—	—	—	From Norfolk and	2,683
Central America	3	412	412	From Norfolk and	—	—	—	Newport News—	—	—	—	Newport News—	2,683
Chile	6	782	782	From Norfolk and	—	—	—	From Boston—	—	—	—	From Boston—	2
Cuba	106	6,551	6,551	From Norfolk and	—	—	—	From San Francisco—	—	—	—	From San Francisco—	217
Denmark	—	5,414	5,414	From Norfolk and	—	—	—	From Mobile—	—	—	—	From Mobile—	3,440
Dutch Guiana	—	422	422	From Norfolk and	—	—	—	From Detroit—	—	—	—	From Detroit—	14,735
Ecuador	—	16	16	From Norfolk and	—	—	—	From Buffalo—	—	—	—	From Buffalo—	7,411
England	1,550	2,799	2,799	From Norfolk and	—	—	—	From St. Lawrence—	—	—	—	From St. Lawrence—	640
France	715	2,815	2,815	From Norfolk and	—	—	—	From Philadelphia—	—	—	—	From Philadelphia—	3,440
French Guiana	—	305	305	From Norfolk and	—	—	—	From Norfolk and	—	—	—	From Norfolk and	32,982
Haiti	1	88	88	From Norfolk and	—	—	—	Newport News—	—	—	—	Newport News—	2,683
Italy	—	700	700	From Norfolk and	—	—	—	From Boston—	—	—	—	From Boston—	2
Mexico	1	262	262	From Norfolk and	—	—	—	From San Francisco—	—	—	—	From San Francisco—	217
Netherlands	—	27,637	27,637	From Norfolk and	—	—	—	From Mobile—	—	—	—	From Mobile—	3,440
Newfoundland	—	376	376	From Norfolk and	—	—	—	From Detroit—	—	—	—	From Detroit—	14,735
Norway	1,050	9,590	9,590	From Norfolk and	—	—	—	From Buffalo—	—	—	—	From Buffalo—	7,411
Panama	19	1,010	1,010	From Norfolk and	—	—	—	From St. Lawrence—	—	—	—	From St. Lawrence—	640
Peru	—	2	2	From Norfolk and	—	—	—	From Philadelphia—	—	—	—	From Philadelphia—	327
San Domingo	17	1,329	1,329	From Norfolk and	—	—	—	From Norfolk and	—	—	—	From Norfolk and	1,648
Scotland	—	450	450	From Norfolk and	—	—	—	Savannah—	—	—	—	Savannah—	1,648
South America, other	—	1,495	1,495	From Norfolk and	—	—	—	From Savannah—	—	—	—	Savannah—	1,648
Sweden	—	11,100	11,100	From Norfolk and	—	—	—	From Savannah—	—	—	—	Savannah—	1,648
Turkey in Asia	—	96	96	From Norfolk and	—	—	—	From Norfolk and	—	—	—	Norfolk and	1,648
Uruguay	—	1,107	1,107	From Norfolk and	—	—	—	Newport News—	—	—	—	Newport News—	2,683
Venezuela	1	12	12	From Norfolk and	—	—	—	From Boston—	—	—	—	From Boston—	2
West Indies, other	529	4,024	4,024	From Norfolk and	—	—	—	From San Francisco—	—	—	—	From San Francisco—	217
Total	—	82,139	82,139	From Norfolk and	—	—	—	From Mobile—	—	—	—	From Mobile—	3,440
From New Orleans—	—	—	—	From Norfolk and	—	—	—	From Detroit—	—	—	—	From Detroit—	14,735
Cuba	—	1,010	1,010	From Norfolk and	—	—	—	From Buffalo—	—	—	—	From Buffalo—	7,411
Mexico	—	915	915	From Norfolk and	—	—	—	From St. Lawrence—	—	—	—	From St. Lawrence—	3,064
Norway	—	11,800	11,800	From Norfolk and	—	—	—	From Dakota—	—	—	—	From Dakota—	2,030
Panama	—	994	994	From Norfolk and	—	—	—	From Vermont—	—	—	—	From Vermont—	28
West Indies	—	9	9	From Norfolk and	—	—	—	From other ports...	—	—	—	From other ports...	7
Total	—	14,728	14,728	From Norfolk and	—	—	—	Total	4,024	120,860	283,334	Total	4,024
From Philadelphia—	—	—	—	From Philadelphia—	—	—	—	From Philadelphia—	—	—	—	From Philadelphia—	48.
Argentina	—	47	47	From Philadelphia—	—	—	—	From Cincinnati—	—	—	—	Cincinnati—	48.
Netherlands	—	5,847	5,847	From Philadelphia—	—	—	—	General Offices:	—	—	—	General Offices:	—

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

#### The Procter & Gamble Co.

Refiners of All Grades of

#### COTTONSEED OIL

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

I WORRYDALE, G.  
PORT IVORY, N. Y.  
KANSAS CITY, KAN.  
MACON, GA.

Puritan, Winter Pressed Salad Oil  
White Clover Cooking Oil  
Marigold Cooking Oil  
Sterling, Prime Summer Yellow

CINCINNATI, OHIO  
Cable Address: "Procter"

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, January 26.—Market steady; prime western, \$16.70; Middle West, \$16.45@16.55; city steam, 16½c. nom.; refined continent, \$17.45; South American, \$17.75; Brazil, kegs, \$18.75; compound, 13%@14½c. nom.

#### Marseilles Oils.

Marseilles, January 26.—Copra fabrique, 189 fr.; copra edible, — fr.; peanut fabrique, 191 fr.; peanut edible, — fr.

#### Liverpool Produce Market.

Liverpool, January 26.—(By Cable.)—Beef, extra, India mess, 210s.; pork, prime mess, 155s.; shoulders, square, 98s. 6d.; New York, 91s.; picnic, 77s. 6d.; hams, long, 101s.; American cut, 108s. 6d.; bacon, Cumberland cut, 102s. 6d.; long clear, 107s.; short back, 107s.; bellies, clear, 112s. Lard, spot prime, 104s. 3d.; American, refined, 28-lb. box, 108s. 6d.; May, 104s. 6d. Lard (Hamburg), nom. Tallow, prime city, 49s.; New York City special, not quoted. Cheese, Canadian finest white, new, 143s. Tallow, Austrian (at London), 51s. 9d.

#### FRIDAY'S CLOSINGS.

#### Provisions.

The market was quiet and steady. Prices were a shade lower early with hogs and on scattered liquidation, but offerings were well absorbed.

#### Tallow.

The market was dull with City special loose quoted at 11½c.

#### Oleo Stearine.

Trade was quiet but prices steady. Oleo quoted at 13c. asked.

#### Cottonseed Oil.

Trading was quiet with prices very steady, influenced by the steadiness in lard and cotton and light offerings.

Market closed easier. Sales, 19,500 bbls. Spot oil, \$12.40 bid. Crude, Southeast, \$11.20 sales. Closing quotations on futures: January, \$12.40 bid; February, \$12.40@12.60; March, \$12.39@12.41; April, \$12.25@12.35; May, \$12.27@12.28; June, \$12.26@12.30; July, \$12.27@12.28; August, \$12.26@12.29.

#### FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 26.—Hogs 10c. lower. Bulk of prices, \$11.30@11.55; light, \$11.05@11.55; mixed, \$11.10@11.65; heavy, \$11.15@11.70; rough heavy, \$11.15@11.30; Yorkers, \$11.30@11.45; pigs, \$9.15@10; cattle, steady; beeves, \$7.75@11.90; cows and heifers, \$5@10.25; Western, \$7.75@10. Calves, \$11@15; sheep, strong; lambs, \$11.75@14.25; Western, \$10@11.25; native, \$9.75@11; yearlings, \$11.50@13.

Omaha, January 26.—Hogs lower, at \$10.60@11.35.

Buffalo, January 26.—Hogs steady; on sale, 4,000, at \$11.90@12.10.

Kansas City, January 26.—Hogs lower, at \$11.40@11.55.

St. Joseph, January 26.—Hogs slow, at \$11.10@11.65.

Sioux City, January 26.—Hogs lower, at \$10.70@11.40.

Louisville, January 26.—Hogs steady, at \$11.05@11.70.

Indianapolis, January 26.—Hogs lower, at \$11.80@12.10.

St. Louis, January 26.—Hogs lower, at \$11.30@11.85.

#### PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 20, 1917, are reported as follows:

	Cattle.	Hogs.	Sheep.
Armour & Co.	10,422	34,000	13,060
Swift & Co.	7,471	19,300	13,353
Wilson & Co.	6,656	21,800	7,367
Morris & Co.	6,116	17,500	6,026
G. H. Hammond Co.	3,095	11,200	...
Anglo-Amer. Provision Co.	2,757	10,800	...
Libby, McNeill & Libby	788	...	...

Roberts & Oak, 6,200 hogs; Miller & Hart, 3,500 hogs; Brennan Packing Co., 7,100 hogs; Boyd, Lummis & Co., 10,200 hogs; Independent Packing Co., 10,700 hogs; Western Packing & Provision Co., 12,500 hogs; others, 31,500 hogs.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,357	9,841	3,582
Fowler Packing Co.	698	...	1,685
Wilson & Co.	4,571	10,821	5,471
Swift & Co.	5,647	9,664	7,069
Cudahy Packing Co.	3,357	6,664	3,354
Morris & Co.	3,897	8,912	2,698
Others	330	780	52

John Morrell & Co., 15 cattle and 271 hogs; Blount, 108 hogs; Schwartz, Bolen & Co., 19 cattle and 190 hogs; Rice & Kilk, 13 cattle and 2,332 hogs; Independent Packing Co., 16 cattle and 261 sheep; Wolf Packing Co., 100 cattle; Dold Packing Co., 334 hogs; Hell Packing Co., 134 hogs; Graybill & Stephenson, 709 hogs.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,099	13,615	5,516
Swift & Co.	5,852	20,450	19,456
Cudahy Packing Co.	5,003	23,631	9,498
Armour & Co.	4,635	23,010	16,456
Swartz & Co.	...	5,082	...
J. W. Murphy	...	19,450	...

Lincoln Packing Co., 184 cattle; South Omaha Packing Co., 15 cattle; T. M. Sinclair & Co., Ltd., 40 cattle.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,822	4,298	2,110
Swift & Co.	2,942	6,325	2,267
Armour & Co.	3,970	6,923	1,875
East Side Packing Co.	74	2,800	...
St. Louis Dressed Beef Co.	1,376	...	...
Independent Packing Co.	215	2,478	...
Carondelet Packing Co.	10	281	...
Krey Packing Co.	9	1,069	...
Sartorius Provision Co.	438	...	...
American Packing Co.	674	...	...
J. H. Belz Provision Co.	168	...	...

\*Incomplete.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 25.—Quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4½@4½ per lb.; 60 per cent. caustic soda, 4½c. per lb.; 98 per cent. powdered caustic soda, 4½@4½c. per lb.; 48 per cent. bicarbonate of soda, 3c. per lb.; talc, 1½@1¾c. per lb.; 52 per cent. soda ash, 3@3¼c. per lb.; chloride of lime in bbls., 5@5½c. per lb.; chloride of lime in casks, — per lb.; silex, 2,000 lbs., \$15@20 per ton.

Prime palm oil, 12c. per lb.; clarified palm oil, 14c. per lb.; genuine Lagos palm oil in casks, 13½c. per lb.; palm kernel oil, 15@16c. per lb.; yellow olive oil, \$1.20@1.25 per gal.; green olive oil, \$1.20 per gal.; Ceylon cocoanut oil, 15@15½c. per lb.; Cochin cocoanut oil, 19@20c. per lb.; green olive oil foota, 11@11½c. per lb.; cottonseed oil, \$1.05 per gal.; soya bean oil, 11½@12c. per lb.; corn oil, — per lb.; peanut oil, soapmakers, 5 per cent. acidity, 98@\$1.05 per gal.

Prime city special tallow, 11½c. per lb.; brown grease, — per lb.; yellow packers' grease, 9¾@10c. per lb.; dynamite glycerine, 5½@5¾c. per lb.; saponified glycerine, 40c. per lb.; crude soap lye glycerine, 38½c. per lb.; chemically pure glycerine, 52@55c. per lb.

#### RECEIPTS AT CENTERS

SATURDAY, JANUARY 20, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	500	21,000	7,600
Kansas City	200	2,000	500
Omaha	500	15,600	800
St. Louis	650	8,000	...
St. Joseph	3,000	6,000	400
Sioux City	450	1,000	10
Oklahoma City	150	1,000	...
Fort Worth	1,000	1,500	...
Milwaukee	25	3,601	...
Denver	900	1,000	...
Louisville	250	1,700	50
Cudahy	...	3,000	...
Wichita	...	1,000	...
Indianapolis	300	5,000	150
Pittsburgh	400	3,478	...
Cincinnati	Buffalo	8,000	2,000
Cleveland	...	1,000	...
New York	390	1,088	930
Toronto, Canada	182	629	29

MONDAY, JANUARY 22, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	77,000	23,000
Kansas City	13,500	9,000	10,000
Omaha	8,000	9,000	8,000
St. Louis	6,700	13,000	550
St. Joseph	1,800	7,000	4,500
Sioux City	1,200	4,000	...
St. Paul	2,500	11,000	100
Oklahoma City	1,500	2,200	...
Fort Worth	4,300	6,000	...
Milwaukee	100	2,581	...
Denver	9,200	3,500	3,400
Louisville	1,150	5,000	150
Cudahy	...	83	...
Wichita	...	1,000	...
Indianapolis	1,550	6,000	...
Pittsburgh	2,000	7,000	3,000
Cincinnati	2,200	6,802	100
Buffalo	2,800	11,500	7,000
Cleveland	1,400	5,000	1,000
New York	3,430	9,430	3,670
Toronto, Canada	2,123	1,231	385

TUESDAY, JANUARY 23, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	34,000	13,000
Kansas City	10,600	14,000	8,000
Omaha	6,500	16,000	4,900
St. Louis	5,900	13,000	1,400
St. Joseph	3,300	12,000	4,500
Sioux City	1,000	2,000	600
St. Paul	700	4,000	175
Oklahoma City	1,800	2,200	...
Fort Worth	5,000	5,000	...
Milwaukee	400	2,996	200
Denver	2,000	3,000	1,200
Louisville	300	700	50
Cudahy	...	2,000	...
Wichita	...	4,543	...
Indianapolis	1,000	8,000	...
Pittsburgh	2,000	3,697	100
Cincinnati	500	6,000	3,000
Buffalo	500	1,000	300
Cleveland	500	862	2,035
New York	248	260	59

WEDNESDAY, JANUARY 24, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	42,000	18,000
Kansas City	4,500	11,000	7,000
Omaha	7,200	17,000	11,800
St. Louis	4,600	10,000	500
St. Joseph	2,000	8,000	3,000
Sioux City	2,800	12,000	500
St. Paul	1,200	7,000	5,500
Oklahoma City	2,500	3,000	500
Fort Worth	200	3,060	50
Milwaukee	300	900	23
Denver	150	1,000	50
Louisville	...	2,700	...
Cudahy	...	1,714	...
Wichita	...	1,714	...
Indianapolis	1,800	8,000	300
Pittsburgh	2,000	3,667	...
Cincinnati	700	3,667	...
Buffalo	500	5,600	3,600
Cleveland	1,500	2,000	500
New York	2,200	7,150	5,900

THURSDAY, JANUARY 25, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	31,000	12,000
Kansas City	2,500	9,000	8,000
Omaha	5,800	24,000	21,000
St. Louis	3,000	10,000	1,000
St. Joseph	2,000	11,000	3,500
Sioux City	1,800	10,000	500
St. Paul	8,000	2,075	...
Louisville	...	7,400	...
Cudahy	...	3,100	...
Wichita	...	1,689	...
Indianapolis	1,200	10,000	100
Cincinnati	100	3,200	2,000
Buffalo	...	2,000	...
Cleveland	958	2,133	1,320

FRIDAY, JANUARY 26, 1917.

<table

January 27, 1917

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The domestic hide markets are dull, but weakness is slow to develop.

Chicago.

**PACKER HIDES.**—Movement was confined to a couple of trades of small volume indicating nothing as to future trend of prices other than that easiness prevails. Ample stocks of hides are held among the killers, but considerable booking to own tanning account has been going on in order to keep stocks at low figures. Heavy native steers sold at 32c. for two ears of December hides. Bids at 31½c. refused for 3,000 lots. Plenty of steers awaiting buyers whose ideas on big purchases are close to 30c. Texas steers are slow. Killers seem fairly firm in their views on branded stock as the slaughter for the season is over and available stocks are small. Also the sale of sole leather keeps up well and at full figures. Heavy weight Texas steers quoted at 31½@32c. nominal. Light and extreme light Texas steers quoted at 31@31½c. with inside figure considered nearer the market. Butt branded steers are quiet. Ample stocks are held and production is large. Nominal market considered at 31@32½c. A few second-hand October-November-December butts sold by a tanner at 31c. Colorado steers quoted quiet and waiting. Recent sales of branded cows at 31c. would indicate a nominal market for steers at 31c., but these hides have been selling at some discount lately, and as stocks are fairly ample a nominal rate of 30½c. is considered the market. Branded cows quoted quiet and waiting at 31c. last paid and nominal for further business. Available supplies are small. Heavy native cows are quiet and quoted nominally at 31@32c. with the outside generally talked. Available stocks are small. Light native cows sold at 31c. for 2,500 November and December hides. This is the nominal market for further business. Available supplies are fairly large, but are not being added to greatly as the slaughter of cows is running mostly to heavy end now. Recent bids of 30½c. for round lots were refused. Native bulls quoted quiet. Only one packer has December unsold and he asks 30c. Bids are at 22c. Nominal market for January kill 25c. asked. Branded bulls quoted at 21c. bid and 23c. asked for heavy weight northern hides and southerns are quoted at 25c. the last sale figure. Available stocks are small.

**COUNTRY HIDES.**—Conditions in country hides were somewhat mixed. Bull and bear arguments about offset each other as a general rule, but business is hard to effect. Heavy steers sold at 24½c. early in the week for a car of good country run followed later by a sale of another car of similar hides at 25c. Efforts to secure further offerings resulted in higher figures being talked. As high as 27c. is asked for something of nice quality bordering on the small packer order. Heavy cows sold at 22c. in connection with the buffs. A car of such weight hides moved. More available for shipment to follow present sales at 22c. and buyers' ideas are at 21½c. Unsold stocks of heavy cows are small. Buffs sold at 23c. and also at 22c. with heavy cows

in connection. Offerings at 23c. fail to interest buyers whose ideas generally are at 21½c. No seconds were sold. These are quoted at 21c. nominal. A bid of 24c. was made for a few hundred seasons free of grubs to fill out car weight in an earlier sale and for bundle condition, but declined. The situation in the originating sections is easy. All weight hides are selling as low as 21c. delivered basis from some sections, while as high as 24c. is asked and 23c. bid for all weight northwestern hides of good quality. Extremes moved at 26c. for a car of common country run. Another brought 26½c. and something nice of December collection touched 27c. This rate could be paid for more, but most sellers are sold ahead for another month on this selection and are experiencing difficulty in getting the hides to apply on their former sales. Branded hides are selling slowly here. Last trades were at 21c. flat basis. Denver branded country hides are selling at 20c. f.o.b. and as these hides generally go at the Chicago price, local goods are quoted at not over 20c. for business. Country packer branded hides are quoted slow at 23@26½c. flat basis as to lots. Bulls are slow and waiting. Country run quoted at 21c. asked for the light end suitable for chrome sole. A bid at that rate was made last week, but when sellers attempted to interest the bidder at that rate this week, it was not forthcoming. Nominal market for current country bulls in straight weights quoted at 19c. for business and 20c. asked. Country packer bulls are quoted at 23c. asked by local seller and 22c. nominal, this being a recent bid for big packer bulls. Kip-skins are quiet and waiting. Available supplies are generally small. Country run last sold at 30c., but nominal market for further business now is considered not over 28c., owing to the rapidly deteriorating quality. City skins quoted at 32½c. bid and 35c. asked. Packers are asking 45@50c. for their small stocks.

**Later.**—Market is quiet due mainly to the fact that dealers are closely sold up. Buffs and heavy cows are held at 23c., extremes 26@27c.

**CALFSKINS** sold at 40c. for four ears of local first salted city skins, this registering a decline of 5c. a pound from prior trading figures. This business takes collectors considerably in advance and nothing is offered now except lots to follow present sales. Outside city skins sold in this market at 38c. and also at 39c., a car going at each figure. Country skins quoted at 37½c. nominal. Packers are still asking up to 60c. for their skins and have only moderate stocks unsold. Tanners are looking around the calfskin market for cheap lots of skins and can find nothing but firm holders all along the line. Deacons quoted at \$2.75. \$2.80 last paid and light calfskins at \$2.95@3.00 last realized.

**Later.**—Calfskins are more active. Car local city calf brought 40c. with more wanted at 42c. demanded.

**HORSE HIDES** sold down to \$9.00 for a couple of cars of common country run. Bids as low as \$8.50 are made by some buyers. Sellers have meager stocks, but seem willing to keep hides moving at best prices available when carload weight is collected. City hides are quoted at \$10@11 for business.

Seconds valued at the usual \$1.00 reduction with ponies and glues at \$3.25@4.25 and coltskins at \$1@2 nominal.

**Later.**—Country horsehides in small supply and held at \$9.50.

**HOGSKINS** are in large supply and receipts are heavier than for some time past. Common country run of skins quoted at \$1.25 lately bid and up to \$1.50 nominal for business in common country run of skins with the rejected pigs and glues out at half price. No. 1 pigskin strips quoted at 11@11½c. Outside last paid and inside bid for further lots. No. 2 skins quoted at 10@10½c. and No. 3's at 5½@7½c. as to measurements.

**SHEEP PELTS.**—Movement was of moderate proportions, but prices were stiffer than for some time past. River sheep and lambskins of packer slaughter touched at \$3.37½, while better skins from sections east of here sold at \$3.50 for back salting. Forward take-off from same sections is held up to \$4.00. Forward slaughter of local and river big packer sheep and lambskins are held at \$3.50 and business is expected early next week when offerings will be larger. Angora goatskins are moving slowly in a range of \$3.00@3.50, while common goods are bringing \$1.75@2.00. Dry goatskins quoted at 60c. @ \$1.10 and dry sheepskins at 29@30c. paid for good Montana lots. Some held up to 35c. Pickled sheepskins rule slow at \$17.50@18.50 dozen in this market asked with pullers firm holders for these figures and buyers displaying a little more interest than formerly. Buyers' views are about \$16.50@17.00 for sheepskins of top sorts.

**Later.**—Packer sheep and lambskins, choice local and river skins, brought \$3.50@3.52. Other river markets brought \$3.40.

### New York.

**PACKER HIDES.**—The market is a trifle active, with packers more hopeful of large trading to come soon. Sales are reported of 1,000 brands at 30c. and 1,000 natives at 31c. Dealers report more inquiries and generally better tone to the market.

**COUNTRY HIDES.**—The market continues slow and in an unsettled condition. Collectors are not pressing for sales and are inclined to wait until the market turns. Many tanners are keeping out of the market, or else making low bids and picking up a car here and there at prices near their views. Good Ohio buffs are quoted around 24@25c. and good Ohio extremes are talked around 27@28½c., with tanners' ideas ½c. under this. A car of about 1,000 extremes 25 per cent No. 2s sold at 28c., and a small car of western extremes sold at 25c. New York State and Pennsylvania all weight hides are offered in various lots at prices ranging from 21½@22c. Several lots from 250 to 500 each have been sold at 21½c. New England hides are offered at 22@22½c. and different small lots have been picked up by tanners at 22c. flat. A small car of New York State, Pennsylvania and New England hides were sold at 21c. flat and another small lot of similar hides sold at 20½c. flat, and a sale is also noted of 800 New York and Pennsylvania hides at 22c. flat. Southerns are quiet with fairly large accumulations on hand. Far southern extremes are quoted at 25c. Far southerns, all weights, are quoted around 24@24½c., and northern southerns free of ticks are offered at 27c. Canadians are offered at 26½c. for all weights and good Canadian extremes are quoted at 27c.

**CALFSKINS.**—The market is quiet and unsettled. Prices are nominal. Tanners' ideas are far below that of collectors and very little trading is reported. A large collector reports that while accumulations are slightly larger than is usual at this time of the year, receipts just now are slow, but skins are running to better quality. New York cities are nominally quoted at \$5@6; mixed cities and countries at \$4.50@5.50, and

(Continued on page 43.)

Allow Us To Give You Money

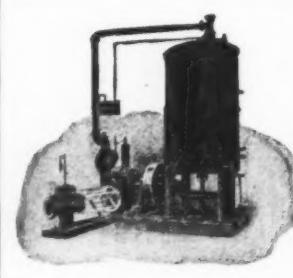
We do it.

RENDERERS! This is for you

Write us. We will give you particulars.

C. H. A. Wannenwetsch & Co., Buffalo, N. Y.

Packing House Architects and Engineers.



## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Jan. 24.

Steadily the price list is working higher. Prime heavy beefs have sold this week at \$11.90, bulk of the choice grades from \$11 to \$11.75; good to choice, \$10.50@\$11; medium to good, \$9.75@\$10.50, and low-priced killers selling from \$8.50 to \$9.50 and are \$1 per cwt. higher than the low spot thirty to forty days ago. Receipts are moderately liberal, but not excessive, and the demand continues strong and active with every evidence that an upward tendency in the trade can confidently be looked for during the spring months. In the near future we may see a little temporary setback to the trade, because now that the weather is moderating the railroads will be in better position to transport livestock and any bulge in the receipts will give buyers the opportunity of temporarily checking the advancing market; otherwise the outlook is very "bullish."

From all sections comes word that butcher-stuff is awfully scarce, and this simply bears out our oft-repeated prediction that we would see a higher butcher-stuff market during the spring of 1917 than we have ever had in the history of the trade. Last Thursday and Friday buyers were enabled to force a temporary decline because of a rather liberal weekend supply; however, the decline has all been regained, this week's market being anywhere from 25c. to 35c. higher than last week's closing prices, and butcher-stuff is back to the high point of the season—in other words, is selling on an abnormally high basis, and the market will show some further advance before a turning point is reached.

The hog trade has advanced rapidly, and is 25 to 35c. higher than a week ago, and 75c. higher than two weeks ago. A slight let-up in the receipts this week was a stimulus to the strong "bull" movement that has been under way for some time past. Receipts have not been up to the requirements of the phenomenal demand, and the supply has doubtless been held in check by the severely cold and unfavorable weather in some sections of the country and the inability of the railroads not only to furnish cars, but to transport live-stock shipments with celerity.

National salesmen have again demonstrated their ability as "pace-makers," for on Wednesday they sold the highest hogs that have been sold thus far this winter, namely, four loads for four different owners at \$11.50 per cwt., being the extreme top of the market on the date mentioned.

Wednesday's quotations were as follows: Prime heavy and choice shipping grades, \$11.30@\$11.45; tops, \$11.50; good medium mixed and good light mixed, \$11.10@\$11.25, and healthy pigs, \$9.75@\$10.50.

Weak spots in the sheep and lamb market, such as characterized the trade on Wednesday, are to be expected, even though the market in a general way occupies a very strong position. Up to a late hour in Wednesday's session buyers were leaving the market to itself and it was evident that the day's proceedings would show some decline in lamb values, as compared with the day before, but with sheep of all kinds very scarce it appeared that the aged varieties would fully hold their own. A good many lambs are being taken out by feeders, many of which are in fair condition. The demand centers in lambs of light to mediumweight when taken on shearing account, some lots of medium fleshed weighty lambs going without bids from feeders and have to be sold on killing account at a big decline, as compared with feeders' purchases. Supplies are narrowing down to Colorado's crop, and feeders from that State will have things in their own

hands after the middle of next month. Scarcey of cars for eastern shipment is a great hindrance, as many eastern orders on both killing and feeding account have to go unfilled owing to car shortage. We quote: Good to choice lambs, \$14.10@\$14.30; poor to medium, \$13.50@\$14; Well woolled shearing lambs, \$13.50@\$13.90; Good to choice light yearlings, \$13@\$13.25; medium fleshed and heavy yearlings, \$12.50@\$12.75; Fat aged wethers, \$11@\$11.25; Good to choice ewes, \$10@\$10.40; Poor to medium, \$9@\$9.50; culs, \$7@\$8.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Jan. 24.

Cattle receipts for the week ending to-day total 23,000, of which 5,200 were sold on the southern side. The proportion of steers, with quality, is still very small, but regardless of this the trading is active and the general tone of the market is towards a higher basis. The top for the week was made on a load of Missouri fed steers averaging 1,136 lbs., which brought \$11.25. They were strictly prime. Two loads of heavier steers averaging over 1,400 lbs., sold at \$11.15. The bulk of the good kinds range from \$10 to \$10.75; commoner kinds from \$8 to \$9. The heavy end of the showing, however, is in the medium grades and these are scaling at \$9 to \$10. In the butcher cattle department the run is liberal, but as in steers the prices are on the upgrade. The top on mixed consignments was made on Tuesday when \$10.75 was paid. Straight loads of heifers are selling up to \$9.50, with the bulk going from \$8 to \$9. Cows, in all grades, are on a higher basis. Best weighty cows are quoted at \$7 to \$8.25, while the top for the week is \$8.75 for fancy cows; medium cows, with fair flesh, are selling from \$6 to \$7; canner and cutter kinds range from \$5.25 to \$5.75.

Hog receipts for the week are right at 72,000. The quality, generally, has been about fair. In prices we have reached the highest point in the history of the market; \$11.75 was paid for a load of 260 lb. hogs on Wednesday, and a great many loads ranging from \$11.00 to \$11.72½ went to scale during the day. Buying was extremely keen, not only on the part of the packers but the shippers and local slaughterers, and clearances for the week have been prompt and complete. The quotations at this writing are: Mixed and butchers, \$11.10 to \$11.70; good heavy, \$11.60@\$11.75; rough, \$10.75@\$11; lights, \$11@\$11.60; pigs, \$9@\$10.50; bulk, \$11.10@\$11.60.

Sheep receipts are still running very light, we only having received 5,500 this week. As in all other commodities, the market in this department is active and extremely high. Ewes are quoted at \$6.50@\$10.25; yearlings, \$11@\$12.25. Lambs sold this week for \$14.35, and while this is the highest price ever paid for fed lambs on this market they are quotable up to \$14.50, as strictly prime lambs would easily bring that figure. Not only are the choicest mutton offerings selling very high, but the commoner, coarser grades are also making price records. Bucks sold this week up to \$8.50, which is the highest price ever paid for them on this market for slaughter purposes.

### KANSAS CITY

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Kansas City Stock Yards, Jan. 23.

Cattle receipts of 10,000 head sold steady to strong, top steers \$11.00. The hog market made a sensational advance, 15@25c up, top \$11.25, highest on record here; receipts, 13,500. Sheep and lambs sold steady to 10c.

higher; no choice lambs, best here \$14.00; ewes at highest price ever reached here, \$10.25; receipts, 8,500.

Choice to prime cattle are becoming more scarce, a drove of late arrivals to-day selling at \$11.00, and yearlings at \$10.75. These prices do not show the limit of the market by 50@75c. Short-fed steers go at \$9.00@\$10.25, butcher steers \$7.50@\$8.50, these kinds holding up to their high level of last week, though expected to react a little unless receipts continue very light. Cows sell up to \$9.00 every day for prime heavyweights; bulk of the cows at \$7.00@\$8.25; canners, \$5.25@\$5.85; veal calves up to \$12.00.

Asking prices on hogs were a quarter higher today, and opening sales 15 to 25c. higher, this range maintained to the finish, the top of \$11.25 being 10c. higher than the best price ever paid here previously, \$11.15 having been reached in September last year. Medium weights sold up to \$11.20, lights \$11.05, bulk of sales \$10.90 to \$11.20. Packers' stocks of meat are fast dissolving, and quick actions of buyers in the sales alleys denote keen necessity for hogs. Receipts of hogs at the five leading markets since January 1 are 12 per cent. less than same time last January, and slightly lower average weight makes the decrease greater. Average weight here last week was 191 lbs., 3 lbs. less than previous week, and 13 lbs. less than the average for January last year.

If any prime lambs had arrived they would have come close to \$14.35. The best here sold at \$14, 10c. more than the same lambs brought yesterday. Ewes made a new high record at \$10.25, and feeding lambs sell around \$13.50. Receipts are fairly liberal, and offerings from feeding districts other than Northern Colorado and Western Nebraska, where a million and a quarter lambs are being fattened, are fast getting out of the way, leaving a clear field for the Northern lambs.

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending January 20, 1917:

#### CATTLE.

Chicago	49,641
Kansas City	24,432
Omaha	18,445
East St. Louis	17,202
St. Joseph	6,803
Cudahy	648
Sioux City	6,111
Fort Worth	9,445
New York and Jersey City	8,984
Philadelphia	3,715
Denver	11,213
Oklahoma City	5,354

#### HOGS.

Chicago	193,641
Kansas City	55,838
Omaha	65,092
East St. Louis	58,595
St. Joseph	56,727
Cudahy	23,939
Sioux City	34,897
Ottumwa	13,902
Cedar Rapids	18,979
Fort Worth	21,940
New York and Jersey City	35,872
Philadelphia	7,835
Denver	2,378
Oklahoma City	10,993

#### SHEEP.

Chicago	52,232
Kansas City	23,045
Omaha	43,933
East St. Louis	7,077
St. Joseph	17,038
Cudahy	161
Sioux City	3,847
Fort Worth	562
New York and Jersey City	22,585
Philadelphia	5,542
Denver	14,219
Oklahoma City	2,897

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JANUARY 22, 1917.

	Sheep and	Beeves.	Calves.	Lambs.	Hogs.
New York	1,838	1,916	1,553	8,459	
Jersey City	3,525	4,340	10,339	27,413	
Central Union	3,611	983	10,693	...	
Totals	8,984	7,239	22,585	35,872	
Totals last week	8,782	4,667	19,611	31,054	

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Padueah, Ky.—J. D. Moquot, Sydney Loeb and J. Loeb are the incorporators of the Padueah Ice Manufacturing Company. Capital stock \$100,000.

El Paso, Tex.—Camozze Creamery Company has been incorporated with a capital stock of \$5,000. The incorporators are G. P. Bendelman, H. F. Sire and A. Camozze.

Atlantic City, N. J.—The Atlantic City Poultry Company, 133 Mt. Vernon avenue, to deal in poultry, dairy products, etc., has been incorporated with a capital stock of \$75,000.

Wilmington, Del.—The Standard Ice & Service Company, to manufacture, store and sell ice, has been incorporated under the laws of the State of Delaware. Capital stock, \$1,000,000.

Staunton, Va.—The Blue Ridge Storage Company has been incorporated with W. G. Matthews of Clifton Forge, Va., as president, and R. T. Moseley of Staunton, Va., as secretary and treasurer. Capital stock \$75,000.

## ICE NOTES.

Thomson, Ga.—Ice manufacturing plant will be installed by P. S. Knox, 115 Journal street.

Vicksburg, Miss.—An ice cream factory will be established by O. H. Taylor of Columbus, Miss.

Bristow, Okla.—The capacity of J. C. Vickers' ice plant will be doubled and an ice storage house built.

Jackson, Tenn.—The Fox River Butter Company contemplates the establishment of a plant at this point.

Donaldsonville, La.—The ice plant of the Donaldsonville Ice Company, which was burned, will be rebuilt.

New Albion, Ia.—A five-ton refrigerating plant is being installed in the meat market of F. C. Meyer at this point.

Charleston, S. C.—The establishment of an ice plant is being considered by the Public Utilities Company, of Jacksonville, Fla.

Baltimore, Md.—A cold storage plant will be built by Wilson & Company, and the plant at 212 S. Eutaw street, it is reported, will be enlarged.

Russellville, Ark.—Contract has been let by the Arkansas-Oklahoma Ice Company for the remodeling of their plant and the installation of a 400-ton cold storage plant.

Fort Worth, Texas.—A car-icing plant will be built by the Texas Brewing Company adjacent to brewery, with a capacity to ice 12 refrigerator cars at one time. Ice crushers, refrigerating machinery, etc., will be installed.

Florence, S. C.—The Palmetto Ice Cream Company has been organized with J. L. Wheeler as president; J. D. Murchison, vice-president and secretary. This company was recently incorporated with a capital stock of \$50,000.

## DEVELOP RUSSIAN MEAT INDUSTRY.

Purchase in the United States of refrigerating equipment to the value of \$30,000,000 to conserve and develop along economic lines the fresh beef and dairy industry of Russia, has been authorized by the Russian-American Conservation and Industrial Stock Company, backed by the Russian Government, according to J. H. Gullak, of Moscow, who arrived here last Sunday on the steamship Bergensfjord, from Bergen.

Mr. Gullak is manager of the technical department of the purchasing company and he said that the war has emphasized the need for the immediate development of the refrigerating industry of his country. Part of

his purchases here, he added, will be ten thousand modern refrigerator cars in addition to heavy machinery for cold storage and freezing operations.

"As an indication of the need of such development," he said, "butter now is selling in Moscow for three rubles and eighty kopecks a pound, while at the same time in Siberia butter is being used to make soap. Russia has about eight head of cattle to America's ten, but the vast difference in climate between northern and southern Russia prevents an interchange of beef products from parts of the country where cattle are plentiful to those where they are scarce, unless we have cold storage equipment."

"Beef for the army is delivered on the hoof, but it has proven a decided drawback to the commissary department, and Russia now proposes to remedy the defect. The purchases I shall make are to be forwarded as fast as the manufacturers can deliver them. Fifty per cent. of the purchase price is to be paid by the government and the balance by the organization I represent."

## MEAT SITUATION IN THE U. S.

(Continued from page 16.)

The United Kingdom leads Germany a little in this class of imports and receives about

one-third of the total receipts of the 15 importing countries. The United Kingdom's chief source of supply is the Netherlands, with a small supplementary supply from the United States.

Germany received 27.5 per cent. of the total imports of fresh, chilled and frozen pork of the 15 importing countries in 1912, substantially all from the Netherlands, Russia and Denmark.

Switzerland also is a relatively large importer of this class of pork, and received 21 per cent. of the total of the 15 countries in 1912, mostly from Denmark, Sweden and the Netherlands.

France's receipts of this class of pork were 8 per cent. of the total of the 15 importing countries in 1912, the Netherlands and Belgium being the chief sources of supply.

A little below France, Austria-Hungary imported 6.6 per cent. of the total of the 15 importing countries in 1912, almost exclusively from Servia.

## Pork Fats and Oils.

Lard is a most persistent article of international commerce and forces its way regardless of general protective and prohibitive national policies concerning imports. The pork fats and oils imported by the 15 importing countries amounted to 460,000,000 pounds in 1895, and advanced to 755,000,000 pounds by

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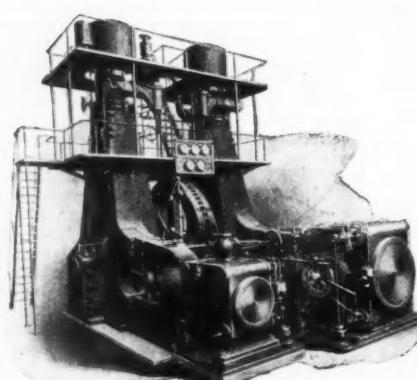
enables the wearer to enter the fumes instantly and safely for repairing leaks or to rescue a fellow workman.

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CHICAGO: Wakem & McLaughlin.  
CINCINNATI: Pan-Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co.; Harry E. Bollinger.  
DETROIT: Riverdale Storage & Cartage Co.; Newman Brothers, Inc.  
DALLAS: Oriental Oil Company.  
HAVANA: O. B. Clintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: York-California Construction Co.  
LOUISVILLE: Union Warehouse Branch.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heindorf.  
MILWAUKEE: Union Transfer Company.  
NEWARK: American Oil & Sup. Co.  
NEW ORLEANS: Chas. F. Rantz; United Warehouse Co., Ltd.

1906, but the quantity declined to 413,000,000 pounds in 1910, followed by increase to 659,000,000 pounds in 1912.

Germany is above the United Kingdom as an importer of pork and fats and oils, and in 1912 received 35.6 per cent. of the total receipts of the 15 importing countries, almost entirely from the United States.

The United Kingdom's receipts were 30.6 per cent. of the total and again the United States is the chief source of supply. Third in order is the Netherlands with 14 per cent. of the total, and the United States the chief source; while fourth in order is Cuba, with 9.4 per cent. of the total, and the United States almost exclusively the source.

#### Other Pork.

In this class of pork are included salted, pickled and otherwise preserved pork, and a considerable fraction of sausages. The imports of the 15 countries increased from 683,000,000 pounds in 1895 to 1,077,000,000 pounds in 1899, and then followed a decline on the whole to 588,000,000 pounds in 1910, succeeded by increase to 2,734,000,000 pounds in 1912. On the whole, therefore, this trade in recent years is somewhat below what it has been throughout all the previous portion of the 18 years under review.

Although the United States is the greatest exporter of pork and pork products in the world, yet since 1913 it has imported a considerable amount. In 1914 the imports of this class of "Other" pork amounted to 2,000,000 pounds, and in 1915, 8,000,000 pounds, almost entirely from Canada, and yet with small quantities from many other countries.

The bulk of the world's imports of this class of pork and pork products, however, is received by the United Kingdom, the fraction for 1912 being over 88 per cent., and the principal sources of supply almost equaling the United States and Denmark, with a strong supplementary supply from Canada.

Cuba and France each received about 3 per cent. of the total imports of this class of pork and pork products in 1912, the French sources of supply being the United Kingdom, the United States, Germany and Belgium, and the Cuban source almost entirely the United States.

Germany received 2.5 per cent. of the total of the 15 countries in 1912, deriving them chiefly from Denmark, secondarily from the United States, and third in order from Austria-Hungary.

(To be continued.)

**WATCH PAGE 48 FOR BARGAINS**

# YORK

NATURALLY we are enthusiastic about YORK Refrigerating Equipment. We know how good it is in Design, Material and Workmanship and what it will do.

This knowledge is rapidly spreading over the entire field, as we are constantly adding new patrons as a result of the excellent performance of YORK Plants in actual service.

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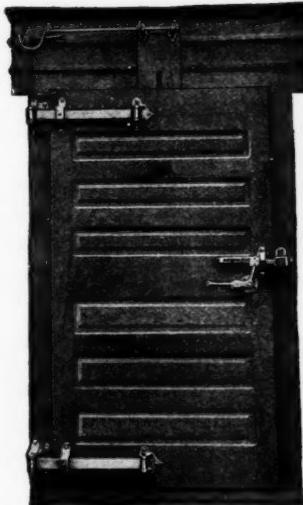
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# Chicago Section

Is the twelve-cent hog almost here?

Bill hasn't got the Mex itch any more; he wants the Jap scratch.

It is getting to be quite the thing for one side or the other to holler "foul!"

It's a cinch the war will end sometime or other. Then what a time of reckoning!

Everything is fair in the war now being perpetrated except what the other guy perpetrates.

A South Water street commission merchant says: "Chickens ain't always chickens; they are liable to be birds of prey."

One thing these chemists fall down on, anyhow. They cannot fix whiskey to taste the same coming up as going down.

Swift & Company's sales of beef in Chicago for the week ending Saturday, Jan. 20, 1917, averaged as follows: domestic beef, 11.21 cents per pound.

Con Yeager's bill of fare is sure a thing of beauty and a pigfest forever. Fer the luv o' Mike, Con, haven't you got any buttermilk and spuds in Pittsburg?

At that it would seem to the man on the fence and buying coal that the coal barons could afford to pay their men up-to-date living wages. Even packers do that!

"Billy" Sunday received a check for approximately \$51,000 for ten weeks evangelizing in Boston. And some people are foolish enough to think he earned it, and more!

We can lick Mexico, England, Japan, Canada and a couple or three more if necessary, so 'tis said. Nevertheless the grafter, the loan shark, the burglar, the holdup rat and the balance of that ilk flourish and grow rich.

Why so quiet? The reason is they cannot figure out where the packer gets it all; or, rather, can't make it appear that he does. So they are saying nothing. Now and again

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some bonehead gets the old feeling and tries, but—well, people are beginning to pity him.

These would-be peace advocates remind us of the peacemaker who butted in on a scrap and got time enough allowed to ask what the trouble was about, and was informed by Scrapper No. 1 that No. 2 called him a liar. "And I told him he was a couple of liars." "Just a moment," said the peacemaker, "perhaps you are both right." When they got through making "neutral" out of him they resumed the fight.

W. G. Press & Co. say: "Eastern hog buyers have been hampered by the scarcity of cars for shipment of hogs out of the Chicago market. Had cars been available all records would have been broken in the shipment of hogs out of this market. So far this week (Wednesday) the East has taken about 52,000 hogs from the Chicago market; this is over one-third of the receipts for the first three days of this week, which is about \$143,000. Had the cars been plentiful there were orders to take at least 70,000 hogs for the first three days of this week. The Eastern demand for hogs is one of the leading features in the advance in the price of hogs. Wednesday's top on hogs in Chicago is 11.50, 15c. higher than Tuesday. Tuesday's average price on hogs was 11.15. This is a new record in the average price of hogs. The previous high record for hogs on the Chicago market was 11.20 in March, 1910. The top on hogs in Pittsburgh on Tuesday was 11.90; in Buffalo, 11.75; and in St. Louis, 11.50. Tuesday's top on lambs was 14.40, a new record; just \$1.00 per hundred higher than it was four weeks ago and 3.50 higher than a year ago; 5.50 higher than two years ago, and 7.60 higher than the same time in 1912. This is a big advance in recent years on lambs. The top on calves Tuesday was 14.75, with a good active demand for all kinds of livestock. The number of cattle and hogs on feed compared with last year is materially less. The future provision market is strong on higher hogs and light receipts. The car reports indicate only a light

run of hogs, and the provision market will probably be again strong. We would buy provisions on all depressions, because conditions are bullish and hogs are likely to sell at 12c. or over before very long."

## ARMOUR FIELD MEN MEET.

As a fitting close of the fourth annual convention of Armour field men, at the Union Stock Yards, Chicago, the usual Armour banquet was held in the Gold Room of the Congress Hotel. About 400 persons were present, among whom were J. Ogden Armour, G. B. Robbins, C. W. Armour, A. W. Armour, Arthur Meeker, R. J. Dunham, F. E. White, F. W. Croll, G. E. Marcy, C. H. MacDowell and E. A. Valentine. The meeting was opened by invocation by Rev. Geo. L. Scherger, followed by addresses by Toastmaster F. Edson White, H. H. Merrick and R. E. Conway.

Of the 150 field men present, 30 were district sales superintendents having charge of the 385 Armour branch houses throughout the United States. Twenty-five were plant managers and superintendents of the score of Armour abattoirs, grape juice factories, canneries and other food producing plants in this and other sections of the country. There were also 30 auditors and 40 credit men.

The four-day convention at Union Stock Yards was opened in the new \$75,000 gymnasium building recently erected by Mr. Armour for the use of employees. This meeting was called to order by A. Watson Armour, chairman, followed by the address of welcome by Arthur Meeker. An address was also delivered on "Preparedness for Peace," by Laurance H. Armour.

The slogan of the convention this year was "Preparedness," which appeared on large painted banners at each of the assembly places and on programmes, menus and other literature prepared for the occasion. The word "preparedness" was interpreted to mean preparedness for peace, as well as for possible defense. The immediate application, however, was declared to be preparedness to cope with the world problem of rising costs, particularly as it might be alleviated by

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UNION STOCK YARDS  
CHICAGO

### Double Refined **NITRATE OF SODA**

Guaranteed to pass B. A. I.  
Requirements

San Francisco Salt Refinery  
San Francisco, Cal.

and

Stauffer Chemical Co.  
Chautauque, New York  
Members of American Meat Packers Assn.

The National Supply & Equipment Co.  
Peoples Gas Bldg. Chicago, Ill.  
Agents

### BONE CRUSHERS



### WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9.

### THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.

**CHICAGO**

265 Market St.,  
SAN FRANCISCO

more and better livestock, farm produce and greater yields of the various crops necessary to prepare farm animals for market.

A new feature of Armour business was here introduced by Dr. R. J. H. De Loach, a well-known authority on animal husbandry and soil fertility, until recently director of the Agricultural Experiment Station of Experiment, Georgia. Dr. De Loach is now employed by Armour & Company to conduct an

agricultural research bureau. He will accumulate statistics and other data, and conduct an active propaganda among farmers both directly and in co-operation with Government, State and local commercial organizations throughout the country, for more and better livestock, supported by scientific fertilization of the soil. It is his theory that soil fertility and greater yields per acre constitute the key to lower cost of living, and

Established 1877  
**W. G. PRESS & CO.**  
175 W. Jackson Blvd., Chicago  
**PORK LARD SHORTRIBS**  
*For Future Delivery*  
**GRAIN** Correspondence Solicited **STOCKS**

that the proper fertilization of the soil has become a problem of the greatest national importance.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 15....	25,700	1,853	63,401	14,836
Tuesday, Jan. 16....	7,885	3,131	42,390	14,509
Wednesday, Jan. 17....	18,730	2,524	46,587	16,380
Thursday, Jan. 18....	10,219	2,221	49,791	6,283
Friday, Jan. 19....	3,043	670	41,796	4,913
Saturday, Jan. 20....	500	50	23,000	7,000
Total this week.....	66,002	10,449	266,965	63,921
Previous week.....	67,035	9,555	272,495	70,975
Cor. week, 1916....	50,562	6,920	282,039	88,851
Cor. week, 1915....	42,354	5,257	197,934	61,956

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 15....	4,818	154	15,567	351
Tuesday, Jan. 16....	2,164	94	6,716	3,971
Wednesday, Jan. 17....	4,316	261	12,003	3,252
Thursday, Jan. 18....	3,547	193	10,824	979
Friday, Jan. 19....	1,644	—	9,020	2,293
Saturday, Jan. 20....	100	—	8,000	500
Total this week.....	16,580	702	62,139	11,346
Previous week.....	17,154	1,008	78,171	12,834
Cor. week, 1916....	11,714	448	53,108	17,451
Cor. week, 1915....	10,354	332	39,863	3,862

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Jan. 20, 1917....	33,151	747,150	195,245
Same period, 1916....	100,487	819,665	253,748

Combined receipts of hogs at eleven points:

	Cattle.	Hogs.	Sheep.
Week ending Jan. 20, 1917....	827,000	900,000	900,000
Previous week.....	948,000	948,000	948,000
Cor. week, 1916....	58,1000	58,1000	58,1000
Total year to date.....	2,501,000	2,853,000	2,853,000
Same period, 1916....	2,149,000	—	—
Same period, 1915....	—	—	—

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Jan. 20, 1917....	185,900	600,800	182,700
Previous week.....	205,100	758,000	240,700
Same period, 1916....	179,900	825,900	246,700
Same period, 1915....	141,000	448,400	180,100
Combined receipts at seven markets for 1917 to Jan. 20, 1917, and the same period a year ago:	1917.	1916.	1915.
Cattle.....	590,000	569,000	569,000
Hogs.....	2,030,000	2,375,000	2,375,000
Sheep.....	620,000	685,000	685,000

## CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending Jan. 20, 1917....	34,000	10,200	10,200
Armour & Co. ....	21,500	7,500	7,500
Swift & Co. ....	21,500	7,500	7,500
Wilson & Co. ....	11,200	3,500	3,500
Morris & Co. ....	12,500	4,000	4,000
Hammond Co. ....	12,500	4,000	4,000
Western Packing Co. ....	12,500	4,000	4,000
Anglo-American ....	10,800	3,500	3,500
Independent Packing Co. ....	10,700	3,500	3,500
Boyd-Luhman ....	10,200	3,500	3,500
Robert & Oake ....	6,200	2,000	2,000
Brennan Packing Co. ....	5,100	1,700	1,700
Miller & Hart ....	3,500	1,200	1,200
Others ....	31,500	10,200	10,200
Total ....	196,300	50,100	50,100
Total last week.....	201,500	50,100	50,100
Total corresponding week, 1916....	241,400	50,100	50,100
Total corresponding week, 1915....	175,200	50,100	50,100

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$10,20	\$10,35	\$10,25	*\$14,00
Previous week.....	10,05	10,60	9,75	13,70
Cor. week, 1916....	8,50	8,50	7,30	10,50
Cor. week, 1915....	8,15	6,90	5,75	8,20
Cor. week, 1914....	8,55	8,40	5,55	7,80
Cor. week, 1913....	7,80	7,50	5,70	8,85
Cor. week, 1912....	6,70	6,23	4,25	6,35
Cor. week, 1911....	6,15	7,74	4,00	5,90

\*Record.

## CATTLE.

	Good to choice steers.	Yearlings, good to choice.	Fair to good steers.	Stockers and feeders.	Fair to good cows.	Good to choice heifers.	Canneries.
	\$10,00	\$11,80	9,50	11,20	8,00	10,60	4,50

## THE NATIONAL PROVISIONER.

## FRIDAY, JANUARY 26, 1917.

PORK—(Per bbl.)—	January	21.40	31.40	31.37	31.37
Butcher bulls .....	6.50	8.00	—	—	—
Good to prime calves .....	13.00	14.50	29.92	29.80	29.82
Heavy calves .....	9.50	11.00	29.57	29.50	29.55
LARD—(Per 100 lbs.)—	January	16.15	16.22	16.10	16.10
Prime light butchers .....	10.75	11.10	16.32	16.55	16.40
Fair to fancy light .....	10.65	11.00	16.67	16.00	16.60
Medium wt. butchers, 200-250 lbs.....	10.90	11.20	16.30	16.30	16.30
Prime heavy wt. butchers, 250-440 lbs.....	11.00	11.25	16.00	16.00	16.00
Heavy mixed packing .....	10.60	10.60	—	—	—
Rough heavy mixed packing .....	10.25	10.60	—	—	—
Stags (subject to \$80 lbs. dockage) .....	10.50	11.75	—	—	—

†Bid. Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks .....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts .....	16	@18
Rib Roasts from light cattle.....	14	@18
Beef Stew .....	12	@14
Boneless Corned Briskets, Native .....	16	@18
Corned Rumps, Native .....	11	@16
Corned Flanks .....	11	@12½
Round Steaks .....	18	@25
Round Roasts .....	10	@18
Shoulder Steaks .....	18	@20
Shoulder Roasts .....	14	@16
Shoulder Neck End, Trimmed .....	16	@12½
Rolled Roast .....	16	@18

## Lamb.

Hind Quarters, fancy .....	25	@28
Fore Quarters, fancy .....	22	@26
Legs, fancy .....	23	@28
Stew .....	12	@14
Chops, shoulder, per lb.....	14	@16
Chops, rib and loin, per lb.....	20	@20
Chops, French, each .....	15	@15

## Mutton.

Legs .....	16	@20
Stew .....	12½	@14
Shoulders .....	14	@16
Hind Quarters .....	16	@20
Fore Quarters .....	12	@14
Hock and Loin Chops .....	25	@28
Shoulder Chops .....	16	@18

## Pork.

Pork Loins .....	18	@20
Pork Chops .....	20	@22
Pork Shoulders .....	16	@18
Pork Tenders .....	15	@16
Pork Butts .....	18	@18
Spare Ribs .....	14	@16
Hocks .....	11	@12½
Pig's Heads .....	8	@8
Leaf Lard .....	16	@16

## Veal.

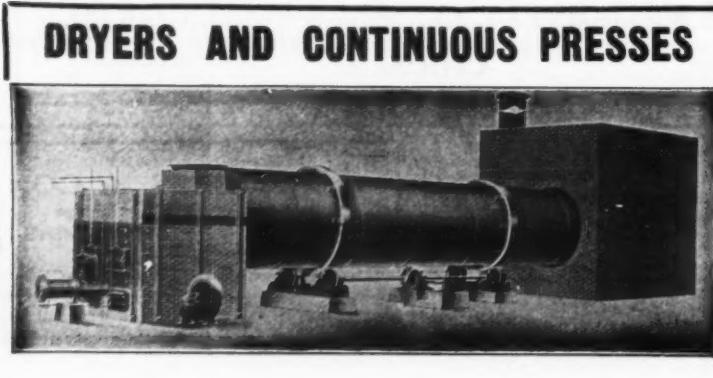
Hind Quarters .....	18	@22
Fore Quarters .....	12½	@16
Legs .....	20	@22
Breasts .....	14	@16
Shoulders .....	18	@20
Cutlets .....	15	@15
Rib and Loin Chops .....	28	@30

## Butchers' Offal.

Suet .....	12	@12
Tallow .....	4	@4
Bones, per cwt. ....	75	@75
Calfskins, 8 to 15 lbs. ....	30	@30
Calfskins, under 18 lbs. (deacons) .....	75	@75
Kips .....	35	@35

STERNE & SON CO.  
Just BrokersTallow, Grease, Stearine  
Animal and Vegetable Fats and Oils  
Postal Tel Bldg. ChicagoEconomical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.  
68 William St. - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14 1/4 @ 15 1/4
Good native steers	13 1/4 @ 14
Native steers, medium	12 1/4 @ 13 1/2
Heifers, good	12 @ 13
Cows	10 @ 12
Hind Quarters, choice	17 1/2
Fore Quarters, choice	12 1/4
Beef Cuts.	
Beef Tenderloins, No. 1	285
Beef Tenderloins, No. 2	32
Steer Loins, No. 1	28
Steer Short Loins, No. 1	36
Steer Loins, No. 2	18
Steer Short Loins, No. 2	26
Cow Loins	12 @ 15
Cow Short Loins	13 1/2 @ 17
Steer Loin Ends (hips)	20
Cow Loin Ends (hips)	24
Sirloin Butts, No. 3	16 @ 19
Strip Loins, No. 3	12 1/2
Steer Ribs, No. 1	18
Steer Ribs, No. 2	16
Cow Ribs, No. 1	15
Cow Ribs, No. 2	12 1/2 @ 13
Cow Ribs, No. 3	10 1/2
Rolls	13 @ 14
Steer Rounds, No. 1	13
Steer Rounds, No. 2	12
Cow Rounds	10
Flank Steak	15 1/2
Rump Butts	12
Steer Chuck, No. 1	12 1/2
Steer Chuck, No. 2	11 1/2
Cow Chuck	9 1/2
Boneless Chucks	10 1/2
Steer Plates	11 1/2
Medium Plates	10 1/2
Briskets, No. 1	13
Briskets, No. 2	12
Shoulder Clods	13 1/2
Steer Naval Ends	10 @ 10 1/2
Cow Naval Ends	7 1/2 @ 8
Fore Shanks	7
Hind Shanks	6
Hanging Tenderloins	12
Trimmings	9 1/2
Beef Offal.	
Brains, per lb.	7 1/2 @ 8
Hearts	8 1/2 @ 9 1/2
Tongues	17
Sweetbreads	22 @ 25
Ox Tail, per lb.	8 @ 9
Fresh Tripe, plain	6
Fresh Tripe, H. C.	7 1/2
Livers	6 1/2 @ 9
Kidneys, per lb.	6 @ 6 1/2
Veal.	
Heavy Carcass, Veal	12 1/2 @ 14 1/2
Light Carcass	18 @ 18 1/2
Good Carcass	19 @ 20
Good Saddles	19 1/2 @ 21
Medium Racks	13
Good Racks	15 1/4 @ 16
Veal Offal.	
Brains, each	8 @ 8 1/2
Sweetbreads	40 @ 65
Calf Livers	21 @ 24
Heads, each	25
Lamb.	
Good Caul Lambs	18
Round Dressed Lambs	20
Saddles, Caul	20
R. D. Lamb Fore	18
Caul Lamb Fore	17
R. D. Lamb Saddles	22
Lamb Fries, per lb.	20 @ 21
Lamb Tongues, each	4
Lamb Kidneys, per lb.	20
Mutton.	
Medium Sheep	15 1/2
Good Sheep	16 1/2
Medium Saddles	16 1/2
Good Saddles	17 1/2
Good Fore	15 1/2
Medium Racks	14 1/2
Mutton Legs	18
Mutton Loins	14
Mutton Stew	10 1/2
Sheep Tongues, each	4
Sheep Heads, each	10
Freak Pork, Etc.	
Dressed Hogs	14 @ 14 1/2
Pork Loins	17
Leaf Lard	16 1/2
Tenderloins	32
Spare Ribs	12
Butts	16
Hocks	11 1/2
Trimmings	13 1/2
Extra Lean Trimmings	17
Tails	9 1/2
Snots	7 1/2
Pigs' Feet	6
Pigs' Heads	8
Blade Bones	9
Blade Meat	9 1/2
Chek Meat	13 1/2
Hog Livers, per lb.	3 1/2 @ 4 1/2
Neck Bones	15
Skinned Shoulders	15
Pork Hearts	8
Pork Kidneys, per lb.	7 1/2
Pork Tongues	18
Slip Bones	9
Tall Bones	8
Brains	7 1/2 @ 8
Backfat	16
Hams	18
Calas	14

## Bellies

## Shoulders

## SAUSAGE.

Columbia Cloth Bologna	@ 12
Bologna, large, long, round, in casings	@ 12
Choclo Bologna	@ 12
Frankfurters	@ 12
Liver, with beef and pork	@ 12
Tongue	@ 12
Minced Sausage	@ 12
New England Sausage	@ 12
Prepared Luncheon Sausage	@ 12
Special Compressed Sausage	@ 12
Berliner Sausage	@ 12
Oxford Lean Butts	@ 12
Polish Sausage	@ 12
Garlic Sausage	@ 12
Country Smoked Sausage	@ 12
Country Sausage, fresh	@ 12
Pork Sausage, bulk or link	@ 12
Pork Sausage, short link	@ 12
Boneless lean butts in casings	@ 12
Luncheon Roll	@ 12
Delicatessen Loaf	@ 12
Jellied Roll	@ 12

## Summer Sausage.

## Best Summer H. C. (new).

## German Salami

## Italian Salami (new goods)

## Holsteiner

## Mettwurst

## Farmer

## Cervelat, new

## Sausage in Brine.

## Bologna, kiffs

## Bologna, 1/2@2/3

## Pork link, kiffs

## Pork links, 1/2@1/2

## Polish sausage, kiffs

## Polish sausage, 1/2@2/3

## Frankfurts, kiffs

## Frankfurts, 1/2@1/2

## Blood sausage, kiffs

## Blood sausage, 1/2@1/2

## Liver sausage, kiffs

## Liver sausage, 1/2@1/2

## Head cheese, kiffs

## Head cheese, 1/2@1/2

## VINEGAR PICKLED GOODS.

## Pickled Pig's Feet, in 200-lb. barrels

## Pickled Plain Tripe, in 200-lb. barrels

## Pickled H. C. Tripe, in 200-lb. barrels

## Pickled Ox Lips, in 200-lb. barrels

## Sheep Tongues, Short Cut, barrels

## CORNED, BOILED AND ROAST BEEF.

## Per doz.

## No. 1, 2 doz. to case

## No. 2, 1 or 2 doz. to case

## No. 6, 1 doz. to case

## No. 14, 1/2 doz. to case

## EXTRACT OF BEEF.

## Per doz.

## 2-oz. jars, 1 doz. in box

## 4-oz. jars, 1 doz. in box

## 8-oz. jars, 1/2 doz. in box

## 16-oz. jars, 1/2 doz. in box

## BARRELED BEEF AND PORK.

## Extra Plate Beef, 200-lb. barrels

## Plate Beef

## Prime Mess Beef

## Moss Beef

## Beef Hams (220 lbs. to bbl.)

## Rump Butts

## Mess Pork

## Clear Fat Backs

## Family Back Pork

## Beef Pork

## LARD.

## Pure lard, kettle rendered, per lb., tcs.

## Pure lard

## Lard, substitute, tcs.

## Lard compounds

## Cooking oil, per gal., in barrels

## Cooks' and bakers' shortening tubs

## Barrels, 1/4c. over tierces, half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.

## BUTTERINE.

## 1 to 6, natural color, solids, f. o. b. Chicago

## econo

## Cartons, rolls or prints, 1 lb.

## Cartons, rolls or prints, 2@5 lbs.

## Shortenings, 30@60 lb. tubs

## DRY SALT MEATS.

## (Boxed. Loose are 1/4c. less.)

## Clear Bellies, 146@16 avg.

## Clear Bellies, 18@20 avg.

## Rib Bellies, 20@25 avg.

## Fat Backs, 10@12 avg.

## Fat Backs, 12@14 avg.

## Fat Backs, 14@16 avg.

## Extra Short Clears

## Extra Short Ribs

## D. S. Short Clears, 20@25 avg.

## Butts

## Bacon meats, 1/4c. more.

## WHOLESALE SMOKED MEATS.

## Hams, 12 lbs., avg.

## Hams, 16 lbs., avg.

## Skinned Hams

## Calas, 4@6 lbs., avg.

## Calas, 6@12 lbs., avg.

## New York Shoulders, 8@12 lbs., avg.

## Breakfast Bacon, fancy

## Wide, 10@12 avg., and strip, 5@6 avg.

## Wide, 6@8 avg., and strip, 3@4 avg.

## Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.

## Dried Beef Sets

Dried Beef Insides	@ 23 1/2
Dried Beef Knuckles	@ 30
Dried Beef Outsides	@ 29 1/2
Regular Boiled Hams	@ 29
Skinned, Boiled Hams	@ 30
Boiled Calas	@ 31
Cooked Loin Rolls	@ 33
Cooked Rolled Shoulder	@ 21 1/2

SAUSAGE CASINGS.	F. O. B. CHICAGO.
Beef rounds, per set	@ 13
Beef exports, rounds	@ 20
Beef middles, per set	@ 40
Beef bungs, per piece	@ 15
Beef weasands	@ 7 1/2
Beef bladders, medium	@ 60
Beef bladders, small, per doz.	@ 80
Hog casings, free of salt	@ 70
Hog middles, per set	@ 15
Hog bungs, export	@ 16
Hog bungs, large	@ 7 1/2
Hog bungs, prime	@ 6
Hog bungs, narrow	@ 3
Hog stomachs, per piece	@ 6
Imported wide sheep casings	*
Imported medium wide sheep casings	*
Imported medium sheep casings	*

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.	
Dried blood, per unit	2.95 @ 4.00
Hoof meal, per unit	3.70 @ 3.75
Concentrated tankage, ground	3.40 @ 3.50
Ground tankage, 11%	3.90 @ 3.95
Ground tankage, 9 and 20%	3.45 @ 3.55
Crushed tankage, 9 and 20%	2.80 @ 2.85
Ground tankage, 6 1/2 and 30%	2.80 @ 2.90
Ground raw bone, per ton	23.00 @ 23.50
Ground steam bone, per ton	23.00 @ 23.50

HORNS, HOOFs AND BONES.	
Horns, No. 1, per ton	160.00 @ 175.00
Hoofs, black, per ton	35.00 @ 40.00
Hoofs, striped, per ton	35.00 @ 40.00
Hoofs, white, per ton	45.00 @ 50.00
Flat shin bones, 40 lbs. ave., per ton	65.00 @ 70.00
Round shin bones, 38-40 lbs. ave., per ton	60.00 @ 70.00
Long thin bones, 50-52 lbs. ave., per ton	110.00 @ 120.00
Skulls, jaws and knuckles, per ton	35.00 @ 40.00

LARD.	
Prime steam, cash	15.85 @ 15.90
Prime steam, loose	@ 15.30
Leaf	@ 15 1/2
Compound	@ 14 1/2
Neutral lard	17 1/2 @ 17 1/2

STEARINES.	
Prime oleo	12 1/2 @ 12 1/2
Tallow	—
Grease, yellow	10 1/2 @ 10 1/2
Grease, A. white	11 1/2 @ 11 1/2

OILS.	
Oleo oil, extra	20% @ 21
Oleo oil, No. 2	19% @ 20
Oleo stock	18 @ 17
Linseed, bbls.	—
Corn oil, loose	10% @ 10%
Soybean oil, loose, f. o. b. Coast	9 1/2 @ 9 1/2

TALLOWS.	

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# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Importance of Promptness and System in the Shop

By a Veteran Retailer.

Every successful retailer, whether he sells meat, groceries, shoes, clothing or any other commodity, can attribute much of his success to promptness. Not alone is this necessary in the delivery of his goods and the waiting on trade, but in seeing that he receives his own goods on time.

And perhaps, most important of all, it is necessary for him to pay his bills just as promptly as he would like his customers to pay him. Much depends on that, for the man who establishes a reputation for prompt payment of debts has a very valuable and paying asset.

Promptness in everything soon becomes a fixed habit with him. His trade is waited on promptly and his orders are delivered promptly; his bills are sent out on time and his habits of promptness have become so firmly fixed that he soon begins to expect the same from others. So his money comes in on time and his employees become imbued with the same spirit.

And it necessarily follows that system in other things is automatically added to promptness, because they go hand in hand. It makes so much impression on the customers that they are inspired with confidence, and the business keeps growing.

The big department stores and other big retail businesses of a large city did not grow so large in a hurry. It took years of hard work, patience, promptness and system. There are thousands of packages delivered each week from a big department store, many of them a hundred or more miles away, without mentioning the vast mail order business, amounting to thousands of dollars weekly. And how seldom are mistakes made or deliveries delayed?

This is all due to promptness and system. One is just as important as the other. Rarely, if ever, does a customer leave dissatisfied. Nor does one leave the store because there was no sales-person to attend to them in a reasonable length of time.

#### Why This Butcher Is the Successful One.

The shop butcher who is able to work along these lines grows fast and keeps it up. That's another one of the reasons why—as was mentioned in a previous issue—if there are a half-dozen shops within a short distance of each other, the quality of goods and prices being almost similar, one of these half-dozen does a big prosperous business, while the others do very little. And they call the good business man "lucky," which any man is who has brains enough to be prompt and systematic.

Particularly are these qualities needed in a butcher shop, because there are times during the day when business is particularly brisk. "Rush hours," they are usually called. In different neighborhoods these rush hours come at different times, and the butcher,

knowing this, should be wise enough to govern himself accordingly.

It would not pay him to have extra help, so the wise man, knowing about the volume of business he can reasonably expect, gets things ready in advance, which is very easy in these days of counter cases and electric fans and sanitary markets. It, is not like the old days when everything was exposed to impudent and grimy fingers, loathsome flies, heat and dust.

Chops and steaks are cut in advance, a dish of hamburger is prepared, poultry is laid out on platters which rest on ice. The different small items, such as livers, oxtails, hearts, brains, tripe, etc., are all neatly laid out on white platters inside the counter case. Sausages, frankfurters, bologna and the like have a section by themselves, and two men can wait on as many customers under these conditions as four or even five could when counter cases were not in use, and the men were constantly trotting back and forth to the ice house, which is always at the extreme rear of the shop.

#### Modern Methods in the Shop.

This modern method is of enormous help to the men, and saves shoe leather and temper. And even this can be improved upon by that same system mentioned before. Almost any old shop can afford to hire a half-grown boy to wrap parcels and save much time for the clerk. In a very short time he becomes expert, and while the customer is at the desk paying her check the parcel is being wrapped, and is ready as soon as she is, which gives the journeyman much more time to wait on additional trade, and saves a \$20 or \$22 a week man from doing the work of a \$6 boy.

This system can be still further improved on by installing a re-weighing system, which can be attended to by the same boy who wraps packages. And this, in itself, is a subject in favor of which much can be said. Every really up-to-date shop has been doing it for years, and there is no reason why the small shop could not and should not do so. It saves mistakes and arguments and puts temptation beyond the salesman, and saves the boss many ounces of meat daily. And where meat is today bought for a cent to a cent and a half an ounce, it becomes a decidedly important saving at the end of a day's business. In a big busy shop it means many dollars monthly.

This is one of the instances where system is of the greatest importance, not alone for saving the hitherto lost pennies in overweight that a hurried clerk may give away, intentionally or otherwise, but also for the big saving in bags, paper and twine, and because of the clean package the weighmaster hands to the customer.

Women are finicky birds, and to take

a greasy package with streaks of blood or brine, or both, and hold it against an expensive gown, does not enhance her opinion of the butcher's cleanliness, and is often the cause of a good customer being lost. And no one ever knows why.

#### Importance of Prompt Deliveries.

A very serious fault in many shops is broken promises in the delivering of orders. It does not matter how large or how small the business, promptness means so much. By this is not meant to deliver all goods as soon as they are purchased, but at the time they are promised.

If a lunch order is promised at 12:30, that customer has the right to expect it at 12:30 or before, not after, particularly if there are school children in the family. Nothing hurts a business as much as failure to deliver on time. And while a patient or good-natured customer may overlook that sort of thing for a time, it finally becomes a fatal fault, because it means a lost customer.

With the dinner order it is the same, only much worse, because that's the time the "animated meal ticket" of the establishment wants his meal. If it isn't ready he don't blame the butcher. He lets it out on the frau, and she, in revenge, whispers sweet nothings in the butcher's ear the next morning.

Here's where system comes in again. Lay out the routes so that the wagons or boys leave the store at an appropriate time to deliver lunch orders, and likewise dinner orders. The great mistake many butchers make is that they hold the delivery up until the dinner order can be shipped at the same time as the lunch order, thereby saving a trip. This is a great mistake and should be done only when the two orders can be delivered together conveniently and with no delay.

And if one can so systematize the deliveries that the wagon leaves the store about the same time each day, the customers will soon learn to know just when goods are going to reach them, which is a great convenience, particularly if they should want to go out. When a woman is compelled to wait at home for a dilatory butcher, he's going to lose a customer. And there are so very many ways to lose them, and so very few ways to get new ones, that it's well worth while holding on to what you have while the holding is good.

Promptness and system pay. Try them!

L. A.

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#### LOCAL AND PERSONAL.

A butcher shop has been opened in the Huntzberger Building on State street, Middletown, Pa., by Messrs. Bernbaker and Weirich.

S. Everson has sold his interest in the meat market at 1200 Fourth street, Sioux City, Iowa, to David P. Becker.

The new meat market at Arthur, Iowa, owned by John Kopp, Sr., is managed by Lloyd Ferrer of Sac City, Iowa.

It is expected that the plans for a new municipal model market at Berlin and Magazine streets, New Orleans, La., will be ready in February.

R. G. Holland of Conway, Iowa, has purchased the meat market in Lenox, Iowa, formerly conducted by N. C. Davidson.

Henry F. Horton, a member of the meat firm of Lemuel Whitney & Company, which conducts a meat market on Main street, Pawtucket, R. I., died at his home, 21 Star street, at the age of 58.

On account of ill health, J. J. Meehan has sold his meat market at the corner of Church and Water streets, Stonington, Conn., to Edward B. Holton of Groton, Conn., Mr. Meehan will retire.

C. C. Popejoy's meat market at Oakwood, Tenn., has been completely destroyed by fire.

Charles H. Henrich, who has been in the butchering business for many years, died at his home, 320 South Ann street, Lancaster, Pa., from pneumonia. Mr. Henrich was born in Germany and was sixty-five years old.

James A. Graham, a provision dealer, 23 Clinton street and 86 Pleasant street, Worcester, Mass., has filed a petition in bankruptcy. Liabilities, \$1,518, and assets \$400.

Mr. Mueller has sold his meat market in Belleville, Wis., to a Mr. Hefty of Monticello, Wis.

A petition in bankruptcy has been filed against Thomas Donohue, a butcher of 150 Nassau avenue, Brooklyn, N. Y.

A committee has been appointed by Mrs. J. S. Fassett to confer with Mayor Harry N. Hoffman of Elmira, N. Y., on the feasibility of locating a city market somewhere in the business section.

The Anchor Meat Market, Bloomington, Ill., has moved to a new location.

John W. Burke has reopened his meat market on South Fourth street, Clinton, Iowa.

Frank Freeman has sold his meat market in Ivesdale, Ill.

A meat market has been opened on East Prairie street, Decatur, Ill., by Chas. Barto.

The meat market in Scribner, Neb., formerly conducted by Chris Hargens, is now owned by G. Stoetzel & Son.

Nahigean Bros. have opened a branch meat and grocery market at 204 Washington street, Charlestown, Mass.

Johnston & Collins have opened a meat and vegetable market at 1168 Fourth street, San Diego, Cal.

The East Side Produce Market, East St. Louis, Mo., is being incorporated with a capital stock of \$50,000 for the purpose of establishing a public market in East St. Louis.

D. Henry Benton, aged 57, died at his home, 37 Grove street, Rockville, Conn., from heart trouble.

Glen Fitzwater and Gordon James have entered into the meat business in Fall River Mills, Shasta Co., Cal.

Thomas F. Horrigan's provision market at 258 Washington street, Brighton, Mass., has been damaged by fire.

The new store of the Acme Provision Co., Philadelphia, Pa., has been opened.

W. T. Wallace has purchased a grocery stock and is adding it to his meat business in Cassoday, Kas. Earl Fisher will have charge of the meat market.

H. W. Heffelfinger has engaged in the meat business at Superior, Neb.

La Co-operative Italiana of Portsmouth,

N. H., has been incorporated with a capital stock of \$1,000 to deal in groceries, etc. The incorporators are: Raphael Paola, Rosario Sacco, Geatino Frandaca, Joseph Lanzill and Jack Rinalducci.

The E. H. Stanton Company of Spokane, has purchased the Palace Meat Market, Pullman, Wash., from Edw. Priest & Son.

The Kimberly Meat Market, Kimberly, Idaho, is erecting a new brick building for its own use.

The death is reported of G. R. Braithwaite, of the meat and grocery firm of Ottosen & Braithwaite in Manti, Utah.

W. R. Morrow has purchased a meat market at Gibbon, Neb.

Charles Peeler's meat market at Dickinson, N. D., has been destroyed by fire.

E. W. Brayman of Lee, Mass., has bought out the general store and meat market at Chester, Mass., conducted by Raymond & Hathaway.

F. N. Sturges has sold the People's Meat Market in Westport, Conn., to Robert B. Baker.

Jones Bros. have sold their restaurant and meat market in McRae, Ark., to H. B. Compton of Hazen, Ark.

John Roleczynski has admitted Frank Roleczynski and Leo Kulas into partnership in the meat business at Grafton, N. D., and the firm will be known as John Roleczynski & Co.

E. Larson and C. Murrell of Soldiers' Grove, Wis., are the proprietors of a new butcher shop in the LaFond Building on Second street.

The Butchers' & Grocers' Supply Co., Grand Rapids, Mich., has been incorporated with a capital stock of \$10,000. William K. Boot, Henry W. Highstone and others are the incorporators.

Oscar Seashore and E. B. Roberts expect to have their meat market at Stanley, N. D., ready for business in the near future.

A new meat market has been established in Bowling Green, Ohio, by Todd & Co.

A Mr. Sharer of Argyle, Wis., has purchased the meat market in Winslow, Ill., formerly conducted by T. Claus.

T. Cox will open a meat and grocery market in Getaway, Ohio.

Martin Catanzaro has opened up a new meat business at 124 Third avenue, west, Cedar Rapids, Iowa.

A meat market will be opened in Havelock, Neb., by Mrs. N. F. Chaney, with W. D. Dore in charge.

John Hagg's meat market in La Crosse, Wis., has been damaged by fire to the extent of \$300.

Newton & Carroll opened a meat market at 216 State street, Beloit, Wis.

Frank Ehner has opened a meat market in Wrightstown, Wis.

Carol Walters of Viola has purchased the Longwell meat market in Viroqua, Wis.

Graf & Jussen, meat dealers of Ripon, Wis., have dissolved partnership, George Graf having sold his interest to William Jussen.

J. S. Riggs sold his meat market in Oconto, Wis., to Gilbert Booth.

David Hefty bought a meat market in Belleville, Wis.

George R. Southward bought a half interest in the City Meat Market in Arena, Wis., from J. C. White. The new firm name is White & Southward.

G. H. Brown has sold his meat market in Vermillion, S. D., to Frank Scott.

A. M. Wright will open a meat market in Virginia, Neb.

H. P. McDaniel has sold out his meat business in Lewiston, Neb., to J. P. Taylor.

A. Pippit's meat market in Anderson, Iowa, has been sold to E. Throckmorton.

J. A. Toedt has sold his meat market in Montour, Iowa, to Floyd Ellis.

C. R. Garton bought the meat business in Weldon, Iowa, formerly conducted by Elmer Delk.

H. O. Burritt has taken over the Onstad Meat Market in Ada, Minn.

Jos. Hunstiger & Company opened a meat market in St. Cloud, Minn.

F. L. Matheus bought the Star Meat Market in Culbertson, Mont.

Louis King has opened a meat market in Roberts, Mont.

Henry Schmidt bought the meat business of the Wibaux Provision Company in Wibaux, Mont.

Ford Dodds opened a meat market in Ainsworth, Neb.

Bert Hibberd and W. H. Morrow have opened a meat market in Gibbon, Neb.

A. M. Curry bought the Sanitary Meat Market in Grant, Neb.

#### WANT ASSISTANT IN MARKETING.

The Office of Markets of the United States Department of Agriculture wants an assistant in marketing livestock and meats for service in that office, and the civil service commission will conduct an examination for that appointment. The Department is anxious to get a man with practical experience in the meat trade, and indicates that a man with training along technical commercial lines may qualify, even though his school education has been incomplete.

Applications must be filed before February 6. The United States Civil Service Commission announces an open competitive examination for men only. From the register of eligibles resulting from this examination certification will be made to fill vacancies in this position in the Office of Markets and Rural Organization, Department of Agriculture, Washington, D. C., at salaries ranging from \$1,800 to \$2,400 a year.

The duties of this position will be to assist in conducting investigations of the methods and cost of marketing livestock in different sections of the United States and at central livestock markets, and in the collection and distribution of information relative to the market movements and prices of livestock, meats, and other animal products and by-products. Competitors will not be required to report for examination at any place but will be rated on the following subjects, which will have the relative weights indicated: 1. Education, 35; 2. experience, 40; 3. publications or thesis, 25; total, 100.

Graduation from a full four years' course in a college or university of recognized standing, and at least two years' subsequent responsible experience in some line of the general field of animal husbandry or livestock and meat handling and marketing, or as a teacher and investigator in this field; or for persons lacking the college education, graduation from a standard high school and at least six years' responsible experience in the marketing of livestock or distribution of meats in a capacity in which a thorough knowledge of marketing conditions pertaining to these activities would be gained, are prerequisites for consideration for this position.

Under the third subject consideration will be given to all formal reports and publications with which the applicant has had responsible connection. A thesis may be submitted in lieu of or in addition to such reports or publications. If a thesis is submitted it must deal with some subject related to the duties outlined in the second paragraph.

Applicants must have reached their twenty-fifth but not their fortieth birthday on the date of the examination. This examination is open to all men who are citizens of the United States and who meet the requirements. Persons who meet the requirements and desire this examination should at once apply for Form 2118, stating the title of the examination desired, to the United States Civil Service Commission, Washington, D. C.

## New York Section

T. A. Colgan of the Wilson & Company traffic department at Chicago was in New York this week.

Meyer Katz of the sales department of the Acme Packing Company, Chicago, spent a few days in New York last week.

Jacob Haug, a meat and poultry dealer at No. 567 Grand street, has been granted a discharge in bankruptcy by the federal court.

Swift & Company's sales of beef in New York City for the week ending January 20, 1917, averaged as follows: Domestic beef, 12.97 cents per pound.

Look out for the swindler going about among the trade trying to sell tickets for a supposed dinner of state and county employes. He claims to be a building inspector, but is simply a crook.

Frederick Schoen, butcher of No. 338 East 58th street, has filed a petition in bankruptcy, with liabilities \$9,124 and no assets. He made an assignment on September 13, 1915, and the assets realized 9 per cent.

Vice President James A. Howard of Wilson & Company was in Pittsburgh this week, attending the National Foreign Trade Convention, as the representative of the American Meat Packers' Association.

The annual entertainment and ball of the Bronx Branch, United Master Butchers of America, took place on Thursday evening at Eblings' Casino. There was a big attendance and the customary jolly time.

Edward Maybrick, of No. 244 West 112th street, formerly a butcher, has filed a petition in bankruptcy, with liabilities \$2,005 and assets \$237. He made an assignment on October 17, 1916, and the assets realized \$679.

The annual entertainment and ball of the employees of Armour & Company in New York territory occurs at the Grand Central Palace on Saturday evening, February 3. Preparations are being made for an elaborate affair.

The annual dinner of the employees of Swift & Company in the New York territory takes place at the Hotel Astor next Wednesday evening January 31, at 7 o'clock. Covers will be laid for over 500, and there will be distinguished speakers and dancing afterward.

The eleventh annual entertainment and ball of the New York Butchers' Dressed Meat Company Mutual Aid Society will be held at the Palm Garden in East 58th street on Wednesday evening, January 31. A record-breaking attendance is expected.

Two men were cutting a panel out of the provision market of Jacob Cohen, North Second Street and Driggs avenue, Williamsburg, early Tuesday morning, preparatory to cracking the safe in the market when one dropped

a chisel. A tenant on an upper floor heard the noise and called the police, who were able to apprehend one of the crooks.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 20, 1917, by the New York City Department of Health: Meat—Manhattan, 1,706 lbs.; Brooklyn, 18,947 lbs.; Richmond, 15 lbs.; total, \$20,668 lbs. Fish—Manhattan, 410 lbs.; Brooklyn, 53 lbs.; total, 463 lbs. Poultry and Game—Manhattan, 289 lbs.; Brooklyn, 46 lbs.; total, 335 lbs.

The latest swindle attempted with the meat trade as victim was tried in New York City around the holidays. It was a variety of the telephone game. A butcher would be called by someone representing himself as a fellow-dealer whose wagon or truck had met with an accident while on a delivery route. He would be asked to deliver an order at once to a certain address, as a favor to the fellow-dealer. Of course the whole thing was a "frame-up," the other dealer knowing nothing about the use of his name. If the delivery was made the goods would be lost. Several butchers were "wise" and failed to "fall for" the game, but one dealer in Central Market lost a nice pair of chickens that way. The game was worked by parties evidently acquainted with the trade.

A reader of The National Provisioner who was interested in the discussion about grocers going into the meat business, which recently appeared in these columns, took an interest in signs he saw the other day on the meat display of a well-known grocery establishment in downtown Manhattan. One sign read: "Leg of lamb, 18 cents," and adorned a choice specimen of ancient mutton. As good lambs were worth 18 to 21 cents at that time, this deception was worth money to the grocer. Another sign read: "Small fresh hams, 18 cents." These were not hams at all, but pork shoulders, which can be bought for considerably less than hams. The manager of the meat department of this grocery store apparently did not see anything wrong in these signs, and was indignant when his attention was called to them.

Judge A. N. Hand of the Federal Court has appointed Arthur F. Gotthold and John W. E. Kennedy receivers for M. Zimmerman Co., manufacturers of sausages and provisions, at No. 318 East Houston street. They also have branches at No. 90 East Third street, and in Philadelphia, and also property in Boston. The action was taken on application of Berth Levi & Co., creditors for \$350,000 for cash advances and for merchandise, and two other creditors, Louis Gensler, \$184 for auto supplies, and the Airoblast Corporation, \$150. It was alleged that the company had made pref-

erential payments of \$5,000, among which were the Chicago Sausage & Provision Company, and Hirsh & Meyer. Liabilities were stated to be \$600,000 and assets \$200,000. The receivers were allowed to continue business for five days. It was stated that the company for some time past had been operating under an extension agreement. The assets consist of meat and provisions and ingredients used in the manufacture of sausages, smoked meats, machinery, motor trucks, horses, etc., accounts receivable and a possible equity in real estate of \$10,000. The company was incorporated on March 1, 1902, is capitalized at \$300,000, and in 1905 absorbed the Union Beef Co. Moses Zimmerman was president and Berthold Levi vice president. A statement of the company's financial condition in September last showed assets \$892,000 and liabilities \$614,000, including special capital \$325,000.

The contract for what is said to be the largest cold storage warehouse ever erected in the metropolitan territory and believed to be the largest ever erected in the country, has been given out, and work is to be started at once on the excavation. The building is to be erected for the Merchants' Refrigerating Company of New York City, will be eleven stories and basement and will cover the entire block between Marginal street and Tenth avenue, Sixteenth and Seventeenth streets, Manhattan. The building will have about seven hundred thousand square feet of floor area and about eight million seven hundred thousand cubic feet. The construction will be of reinforced concrete of the flat slab type, with exterior walls of face brick, building will be insulated with cork in continuous construction and will have wholesale produce stores on the ground floor of the Sixteenth street side and receiving and shipping platforms on the Seventeenth street side. Two railroad tracks connecting with the New York Central on Tenth avenue will enter the building and run approximately the entire length of the building. Provision is being made in the design of the new warehouse for connection with the New York Central when the west side improvements are put through. The warehouses are to be equipped with sprinklers. The Merchants' Refrigerating Company now operate ten warehouse units in lower Manhattan on the west side, together with pipe line refrigeration in the vicinity of their warehouses; four large warehouses in Jersey City and a large plant in Newark, aggregating in all about nine million cubic feet. Yet, for a number of years, the facilities of the company have been inadequate for the demands upon them. It is expected that only nine months will be taken to complete this structure. Delivery is expected to be made by the contractor October 1, 1917. To give some idea of the magnitude of the building approximately 60,000 barrels of cement, 1,500 tons of reinforcing steel, 30,000 yards of gravel, 20,000 yards of sand, 1,000,000 feet of lumber and 3,000,000 of bricks will enter into the construction of the building.

**HIDE AND SKIN MARKETS.**

(Continued from page 32.)

countries at \$4@5. Tanners' ideas are considerably lower under these quotations. Bids of 50c. under have been declined. The recent arrival of about 700,000 Russian calfskins created some interest, but no sales have been reported and the skins have been placed in storage. It is understood this lot consists of Courlands, Palois, Central Russians and Wiatkas. It is reported these skins weigh about 2½ lbs. average and will spread about six feet.

**HORSEHIDES.**—The market continues quiet. Some western cities all renderers are offered around \$0.75 flat for number twos, with no sales reported. Several lots of countries are quoted at \$0.00 flat and a few small lots of 100-200 hides each have been sold at \$0.00. About 2,000 hides without manes and tails of Illinois, Nebraska and Iowa stock, sold for \$0.00.

**IMPORTED DRY HIDES.**—Inquiries continue in this market from tanners and much general interest is manifested in the holdings of Bogotas, Puerto Cabellos and Central Americans, etc. A sale is noted of about 4,000 Central Americans at 41c. Last sales of Bogotas were at 42c. on a basis for mountains; 41½c. for Puerto Cabellos and 41c. for Central Americans. Importers generally are talking higher prices on Bogotas, etc., and one importer says he is holding his stock at an advance over last selling prices. He claims this is due to the fact that the South American market has advanced sharply the last few days as a result of large purchases made recently for New York and European points. There are about 30,000 to 35,000 hides of the Bogota, Puerto Cabello and Central American descriptions on hand now. Peruvians have shown some activity and about 2,500 to 3,000 hides have been sold to arrive at 41c.; 1,200 to 1,500 Ciast Ecuadors sold at 31c. About 275 dry salted Peruvians, 28 lbs. average, sold at 34c. The River Plate market is firm with cable advices stating probable advances in prices. A large lot of Cordova kips, 4 to 5 kilos, sold at 58c.; 5,000 B. A. kips, 4½ to 5½ kilos, are offered at 55½c. Last trading was at 55c. Mexicans are a little more active. A sale is noted of 2,500 to 3,000 at 41c. for East Coast descriptions, and 42c. for West Coast descriptions.

**WET SALTED HIDES.**—The market continues firm and with very little trading noted. Cables from the River Plate state some activity there, but brokers claim that under present unsettled conditions details of sales when made are hard to obtain. There

## BREWERS and PACKERS SPECIAL ENAMEL

An enamel that will give service on the walls and ceilings of rooms where live steam, grease and fumes compete in attempts at destruction.

### THE TROPICAL PAINT AND OIL CO. Cleveland, O.

is more inquiry reported for spot hides. Last reported sale of Montevideo steers was at 29½c. and cows at 29c. Mexicans are more active and a sale is reported of about 1,000 to 1,200 Vera Cruz at 26c. Mexicans rastros are quoted at 31c. Recent trading in Mexican countries has created more inquiry. Last sale of countries were at 24 to 26c. Cubans are slow. Stocks on hand are fairly large and importers are taking firm. Havanas last sold at 24c. Present holdings are held by some importers at 25c. About 3,000 Santagos are held by an importer who says he is holding this lot at 28c.

## Boston.

The country hide market is in a very sensitive condition and it would be possible for the market to go either way suddenly, depending on some almost unimportant factor. Some Ohio shippers are stiffening up in their views and are talking 27½ to 28c. selected for good quality extremes, while others are willing to sell at 26c. This latter price, however, is for February delivery and would be a poorer quality hide. There is little interest displayed in Boston on buffs. Shippers are talking 24 or 25c. selected. Tanners' ideas are from a cent to two cents below, and consequently no business is resulting. The southern market is unsettled and nominal in the absence of sales in this part of the country. Some far southerns are quoted at 24½c. for all weights. Middle southern extremes, ticky, are quoted at 26c. Northern southerns, free from ticks, 27c. Light Canadians are talked around 26½c.; all weights, 26c. The leather market continues quiet and tanners say that they will stay out of the hide market until they can see some reason for buying raw material.

The New England calfskin market con-

tinues quiet and unsettled. Very little trading has been done at primary points or for tanners' accounts. Quotations as last quoted are on the average of \$3.50 for 5 to 7s; \$4 for 7 to 9s, and \$4.50 for 9 to 12s. It is reported that dealers are willing to pay 50c. less than these prices for small lots of skins at gathering points.



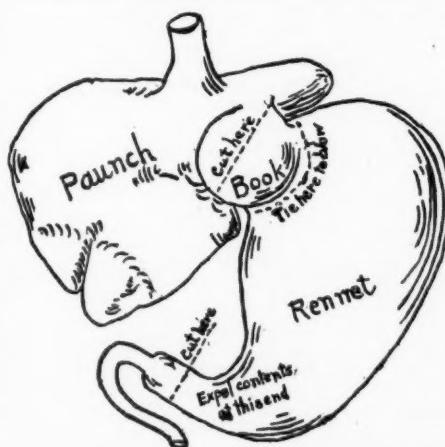
represents an idea worked out along scientific principles, and it is backed with the knowledge that certain materials in certain proportions will accomplish the results desired in packing house and meat shop cleaning.

Time and time again Wyandotte Sanitary Cleaner and Cleanser has demonstrated that it not only produces better cleansing results, but better results with less labor, less time and less expense for material.

These statements are facts, and as you know, are backed with a money-back guarantee.

You assume no risks in writing your supply man to ship

you a barrel or keg of Wyandotte Sanitary Cleaner and Cleanser. Order from your regular supply man.



## Wanted--Calf Rennets

### TO BUTCHERS AND PACKERS:

We are in the market for large quantities of Domestic Calf Rennets, prepared for shipment by blowing and drying or in the green state, cut open and packed flat in salt. Butchers and Packers will find it profitable to save the stomachs of all young calves slaughtered, and we will be pleased to hear from any party having a quantity of such goods to offer. We pay the freight charges on all shipments. Circulars giving the most approved methods of handling rennets in either the dry or salt form will be sent on request.

Yours truly,

Chr. Hansen's Laboratory, Inc., Little Falls, N. Y.

### Manufacturers of

Chr. Hansen's Danish Rennet Extract, Danish Butter Color and Danish Cheese Color. Lactic Ferment Culture for ripening Cream in Butter Making and Milk in Cheese Making. Rennet Tablets and Cheese Color Tablets for Farm Cheese Making.

## THE J. B. FORD CO.,

Sole Mnfrs.,

Wyandotte,

Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN

January 27, 1917

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to good.....	\$8.00@10.50
Oxen.....	@ 8.25
Bulls.....	6.00@ 8.25
Cows.....	4.25@ 7.50

## LIVE CALVES.

Live calves, common to prime, per 100 lbs.....	@16.00
Live calves, Ohio.....	7.50@ 9.62½
Live calves, yearlings.....	—@—
Live calves, culs, per 100 lbs.....	10.50@11.00

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime.....	13.00@14.05
Live lambs, yearlings.....	—@—
Live sheep, ewes.....	6.50@ 8.00
Live sheep, culs.....	5.50

## LIVE HOGS.

Hogs, heavy.....	@12.50
Hogs, medium.....	@12.50
Hogs, 140 lbs.....	@12.25
Pigs.....	@12.00
Roughs.....	@11.00

## DRESSED BEEF.

Choice native heavy.....	15 @15½
Choice native light.....	14½@15
Native, common to fair.....	13½@14½

## WESTERN DRESSED BEEF.

Choice native heavy.....	15 @16
Choice native light.....	15 @15
Native, common to fair.....	14 @14½
Choice Western, heavy.....	14½@15
Choice Western, light.....	14
Common to fair Texas.....	13 @13½
Good to choice heifers.....	13½@14
Common to fair heifers.....	13
Choice cows.....	12½@13
Common to fair cows.....	12@12½
Fleshy Bologna bulls.....	12 @12½

## BEEF CUTS.

Western.....	City.
No. 1 ribs.....	19 @20
No. 2 ribs.....	18 @17
No. 3 ribs.....	15 @16
No. 1 loins.....	19 @20
No. 2 loins.....	18 @16
No. 3 loins.....	15 @16
No. 1 binds and ribs.....	17 @18½
No. 2 binds and ribs.....	15½@16
No. 3 binds and ribs.....	15½@16
No. 1 rounds.....	13½@14
No. 2 rounds.....	13 @13
No. 3 rounds.....	12 @12½
No. 1 chuck.....	13½@14
No. 2 chuck.....	13 @13
No. 3 chuck.....	12 @12½

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	21 @22
Veals, country dressed, per lb.....	19 @20
Western calves, choice.....	21 @21
Western calves, fair to good.....	17 @17
Grassers and buttermilks.....	13 @13

## DRESSED HOGS.

Hogs, heavy.....	@14%
Hogs, 160 lbs.....	@14%
Hogs, 160 lbs.....	@15½
Hogs, 140 lbs.....	@15½
Pigs.....	@15%

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	..@19½
Lambs, choice.....	@18
Lambs, good.....	@17
Lambs, medium to good.....	16½
Sheep, choice.....	@16
Sheep, medium to good.....	14½
Sheep, culs.....	12½@12½

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.....	@21
Smoked hams, 12 to 14 lbs. avg.....	@20½
Smoked hams, 14 to 16 lbs. avg.....	@20½
Smoked picnics, light.....	15½
Smoked picnics, heavy.....	15
Smoked shoulders.....	15
Smoked beef tongue, per lb.....	23 @24
Smoked bacon (rib in).....	19
Dried beef sets.....	13@13
Smoked beef tongue, per lb.....	23 @24
Pickled bellies, heavy.....	17

## THE NATIONAL PROVISIONER.

## FRESH PORK CUTS.

Fresh pork loins, city.....	22
Fresh pork loins, Western.....	20
Frozen pork, loins.....	18
Fresh pork tenderloins.....	25
Frozen pork tenderloins.....	23
Shoulders, city.....	18
Shoulders, Western.....	16
Butts, regular.....	18
Butts, boneless.....	20
Fresh hams, city.....	22
Fresh hams, Western.....	20
Fresh picnic hams.....	15

## BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.....	85.00@ 90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.....	75.00@ 80.00
Black hoofs, per ton.....	55.00@ 60.00
Striped hoofs, per ton.....	55.00@ 60.00
White hoofs, per ton.....	80.00@ 85.00
Thigh bones, avg. 35 to 30 lbs. per 100 lbs.....	140.00
Horns, avg. 7½ oz. and over, No. 1's.....	140.00@170.00
Horns, avg. 7½ oz. and over, No. 2's.....	75.00
Horns, avg. 7½ oz. and over, No. 3's.....	50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.18	@20.
Fresh steer tongues, untrimmed.....	15½e. a pound
Fresh cow tongues.....	14e. a pound
Calves' heads, scalded.....	65e. a piece
Sweetbreads, veal.....	40 @85c. a pair
Sweetbreads, beef.....	25 @30c. a pound
Calves' livers.....	25e. a pound
Beef kidneys.....	14 @15c. a pound
Mutton kidneys.....	15e. a pound
Livers, beef.....	12 @14c. a pound
Oxtails.....	11 @13c. a piece
Hearts, beef.....	9½ @10c. a pound
Rolls, beef.....	18 @20c. a pound
Tenderloin, beef, Western.....	30 @35c. a pound
Lamb's fries.....	8 @10c. a pair
Extra lean pork trimmings.....	20e. a pound
Blade meat.....	17c. a pound

## BUTCHERS' FAT.

Orinary shop fat.....	5½
Suet, fresh and heavy.....	5½
Shop bones, per cwt.....	25 @35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	
Sheep, imp., medium wide, per bundle.....	
Sheep, imp., narrow, per bundle.....	
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	70
Hog, extra narrow, selected, per lb.....	95
Hog, middles.....	15
Beef rounds, domestic, per set, f. o. b. New York.....	13
Beef rounds, export, per set, f. o. b. New York.....	20
Beef tunnys, piece, f. o. b. New York.....	40
Beef middles, per set, f. o. b. New York.....	40
Beef weasands, No. 1s, each.....	4½
Beef weasands, No. 2s, each.....	4
Beef bladders, small, per doz.....	80

## SPICES.

Pepper, Sing., white.....	24
Pepper, Sing., black.....	21½
Pepper, Penang, white.....	24
Pepper, red.....	20
Allspice.....	6½
Cinnamon.....	21
Coriander.....	16
Cloves.....	22
Ginger.....	18
Mace.....	60
Whole. Ground.	
Pepper, Sing., white.....	26
Pepper, Sing., black.....	23½
Pepper, Penang, white.....	26
Pepper, red.....	23
Allspice.....	9
Cinnamon.....	25
Coriander.....	18
Cloves.....	25
Ginger.....	21
Mace.....	64
No. 1 skins.....	.55
No. 2 skins.....	.53
No. 3 skins.....	.43
Branded skins.....	.43
Ticky skins.....	.43
No. 1 B. M. skins.....	.53
No. 2 B. M. skins.....	.21
No. 1, 12½-14.....	.55
No. 2, 12½-14.....	.52
No. 1 R. M. 12½-14.....	.55
No. 2 R. M. 12½-14.....	.48
No. 1 kips, 14-18.....	.57
No. 2 kips, 14-18.....	.55
No. 1 B. M. kips, 14-18.....	.55
No. 2 B. M. kips.....	.25
No. 1 heavy kips, 18 and over.....	.67
No. 2 heavy kips, 18 and over.....	.65
Branded kips.....	.47
Heavy branded kips.....	.55
Ticky kips.....	.55
Heavy ticky kips.....	.55

## DRESSED POULTRY.

TURKEYS.	
Dry-packed, 12 to box—	
Young toms, dry-picked, fancy.....	32 @33
Young hens, dry-picked, fancy.....	32 @33
Young hens and toms, mixed, dry-pkd., fancy.....	32 @33
Young hens and toms, mixed, dry-pkd., common.....	20 @23
Old hens.....	20 @30
Old toms.....	20 @30

## CHICKENS.

Western, milk fed, 18 to 24 lbs. to doz.....	28
Western, milk fed, 26 to 30 lbs. to doz.....	26
Western, milk fed, 31 to 36 lbs. to doz.....	26
Western, corn fed, 18 to 24 lbs. to doz.....	26
Western, corn fed, 26 to 30 lbs. to doz.....	24
Western, corn fed, 31 to 36 lbs. to doz.....	24

Phila. and L. I., fancy broilers, per lb.....	45
Va., milk fed, broilers.....	—@—
Western dry-pkd., 5 to 6 lbs. to pair.....	22 @23
Western, corn fed, 8 and over lbs. to pair.....	24 @25
Capones—	

Philadelphia, fancy, 8 lbs. and over each.....	36 @37
Philadelphia, small and slips.....	30 @34
Philadelphia, fancy, under 8 lbs. and over each.....	31 @32
Ohio, fancy, 8 lbs. and over each.....	28 @30
Ohio, fancy, 6 to 7 lbs. each.....	24 @26
Ohio, small and slips.....	24 @26

Western, boxes, 60 lbs. and over to doz., dry-picked.....	24

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